

# THE NATIONAL Provisioner

THE MAGAZINE OF THE  
*Meat Packing and Allied Industries*

Volume 85

AUGUST 8, 1931

Reference  
in the

Number 6

## HERE'S SALES APPEAL!

GIVE the retail dealer meat wrapped in attractive, transparent Cellophane, and he will give it preferred position in his store.

Show Mrs. Consumer your meat through Cellophane and she will show preference for your products. Your label gives her confidence in the meat; transparent Cellophane assures her it is clean, sanitary, appetizing. Du Pont Cellophane Company, Inc., Empire State Building, New York City.



## Cellophane

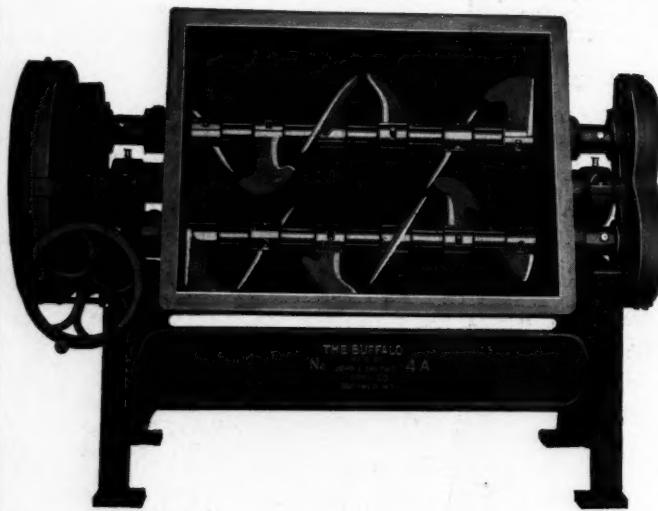
Cellophane is the registered trademark of the Du Pont Cellophane Company, Inc., to designate its transparent cellulose sheeting.

Notice the sales appeal here in this striking array of Cellophane-wrapped products of Kingan & Co., Indianapolis, Ind.



*Experts agree that proper mixing  
requires a separate operation*

## "BUFFALO"



Center tilting hopper saves power and labor. Silent chain drive assures noiseless operation.

## Mixer

Prominent Packers  
Use It to Produce  
**QUALITY SAUSAGE**

THE principle of thoroughly mixing sausage meat in a machine like the "BUFFALO" Mixer is established with the most successful manufacturers of **quality sausage**. They have found that this machine, with its scientifically arranged paddles, gives the proper **kneading action**, which insures a **tasty, uniformly seasoned** product.

*Write for full details and prices*

**JOHN E. SMITH'S SONS COMPANY**  
50 Broadway

Buffalo, N. Y.

# AN OPEN LETTER to the Sausage Making Industry on OBSOLESCENCE

**I**N a recent issue of THE NATIONAL PROVISIONER, there was a splendid article on "Obsolescence." The article referred especially to obsolescence of machinery and equipment, and showed the losses that every packer has to absorb who continues to use machinery and equipment after greatly improved machinery and equipment for accomplishing the same purposes is available.

The article in question touched only lightly on the subject of obsolescence of raw material and supplies, which is even more important if a sausage manufacturer is to make the greatest possible profits on his output under present conditions.

Many manufacturers of sausage and meat loaf are still using raw onions, raw garlic, and canned pimiento, simply because their sausage foreman used these products in his boyhood and objects to changing methods, which he and his forefathers have come to regard as standard. It is, of course, difficult to induce an old-timer to change his methods without a struggle, but the intelligent plant manager is not going to let obsolete practices continue if modern and improved methods of accomplishing the same results are available and will save money and increase profits.

Every manufacturer of sausage or meat loaf who has used CALVEG Pimiento Flakes during the past year knows that they save him approximately one-third of the cost of the better grades of canned pimiento and knows that the flavor, color, and consistency of the flakes is just as satisfactory in every respect in the finished product as the canned pimiento.

Every sausage maker who uses onions and garlic knows the time, trouble, labor, losses, and waste involved in handling the fresh vegetables.

The fact that these vegetables have been handled for centuries in no way reduces the objections to them. CALVEG Garlic and Onion Powders do away with all these objections, and the net cost of the powders when bought in discount quantities will save money every time to the sausage maker who really knows his costs and is on the lookout for ways to save money.

Another thing—every sausage maker knows that it is impossible to maintain a uniform strength of either onion or garlic flavor in sausage when using the fresh vegetables. One week the flavor will be too strong, the next week it won't be strong enough. This is due to the fact that the fresh vegetables vary very materially in strength, owing to varying moisture content. CALVEG Garlic and Onion Powders contain 5 per cent moisture. The same percentage of our powders in sausage will produce identically the same strength of flavor day in and day out, month in and month out.

The day when manufacturers could afford to take for granted their present method of doing things as the best and cheapest, without considering new equipment, new methods, new materials, has long since passed. Obsolescence is likely to be present in any plant today, and whether it is obsolescence of machinery and equipment, or of materials and supplies, it means a loss and generally a considerable loss. We are now beginning to pack Garlic Powder, Onion Powder, and Pimiento Flakes for the coming 12 months, and will make most favorable terms and prices to packers and sausage makers who will contract now for their season's requirements. Let us quote you on these three items and give you detailed information as to how we can save you money and increase your profits through the use of CALVEG Onion Powder, Garlic Powder, and Pimiento Flakes.

**CALIFORNIA VEGETABLE PRODUCTS COMPANY**

BURBANK, CALIFORNIA

Also: Green Bell Pepper Flakes, Onion Flakes, Vegetable Meat Loaf Mixture, Chili Powder

# Strongly Reinforced

Examination of the illustration below will show you that reinforcement is used wherever stress or wear is greatest. For example:

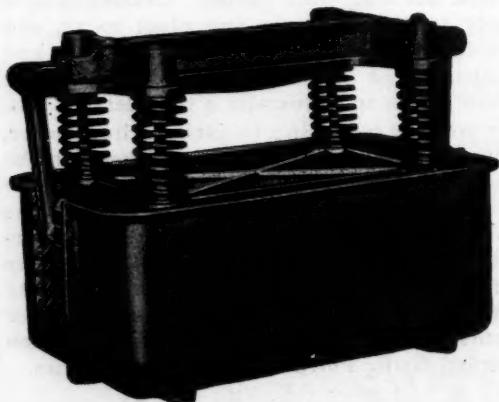
Extra thickness and heavy construction wherever bolts are threaded into metal.

Ribbed reinforcements on all flat surfaces—cross arm, bottom of bowl, catch arms, pressure plate, edge of bowl, etc.

We don't say HOFFMANN Ham Boilers won't wear out, but we do say they will give you a new conception of how long ham boiling equipment should last. Longer life is built into every HOFFMANN Ham Boiler.

*Send for details*

## HOFFMANN HAM BOILERS



The Hoffmann Ham Boiler Company  
1617 Market St., Denver, Colo.

### "United's Service"

*provides  
economical and efficient  
COLD STORAGE  
ROOMS*



*Get our proposal and  
specifications on your next job*  
**UNITED CORK COMPANIES**  
Main Factories Lyndhurst, N.J. Branch Offices in Principal Cities

## MEAT BAGS

STOCKINETTE

BURLAP

COTTON

**E.S. HALSTED & CO. Inc.**

64 Pearl Street New York City

JOSEPH WAHLMAN (formerly with Armour & Co.) Dept. Mgr.

*Makers of Quality Bags since 1876*

## BRUSHES

Refill or New

for the Meat Packing and Allied Industries

Barrel Washing Machine Brushes \* Vat  
Washing Machine Brushes \* Beef Casing  
Sliming Machine Brushes \* Government Die  
Pad Brushes \* Fountain Brushes \* Wire  
Brushes \* Push Brooms \* Sausage Brushes  
Scrub Brushes

**HAISLER BROS. CO.**

740 N. Franklin St. Chicago, Ill.

## BEMIS BAGS

### IDENTITY Preserved

When you ship pork sausage and bologna already wrapped in Bemis Covers, printed with your trademark or label, the identity of your brand is preserved as well as the meat's cleanliness and flavor. Write for samples and prices.

**BEMIS BRO. BAG CO.**  
Specialty Dept.: 420 Poplar St., St. Louis, Mo.  
LR 602

# THE NATIONAL Provisioner

THE MAGAZINE OF THE  
*Meat Packing and Allied Industries*

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

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AUGUST 8, 1931

Chicago and New York

## Standard Classes and Grades of Slaughter Hogs Suggested for All Markets

Tentative grades for slaughter hogs have been worked out by the government in cooperation with packers and hog producers.

These proposed grades appear to be simple, practical and easy of application. They are now submitted to the packing industry and the farmers for trial.

Plans have been under way for a long time to develop classes and grades of slaughter hogs that would apply at all markets and concentration points where hogs are bought and sold.

The establishment of grades and classes for hogs is believed to offer advantages both to packer and hog producer. Through them the packer can give instructions as to the class, grade and weight specification he wants; the producer is able, by studying market quotations, to have a good idea of what his hogs are worth in the various markets.

### Five General Classes

Slaughter hogs under this plan are divided into five general classifications. These are

BARROWS AND GILTS  
SOWS  
STAGS  
BOARS  
PIGS

However, the working out of grades within these general classes has proved a difficult task.

As the result of many conferences between representatives of the Institute of American Meat Packers, the National Swine Growers' Association and the Bu-

reau of Agricultural Economics of the U. S. Department of Agriculture, tentative U. S. standards for classes and grades of slaughter gilts and barrows have been worked out.

These grades for slaughter gilts and barrows include

CHOICE  
GOOD  
MEDIUM  
CULLS

depending on the varying degrees of finish, quality and conformation.

Two kinds of Choice hogs are provided for—Meat Type and Fat Type.

The tentative descriptions follow:

#### Meat and Fat Types.

CHOICE.—Choice or finished hogs carry sufficient fatness and firmness,

quality and conformation to yield highest grade standard cuts. Skin is smooth, clean, and free from wrinkles.

The choice grade is further divided into two sub-groups—choice meat type and choice fat type.

1.—CHOICE MEAT TYPE.—These hogs are well finished and firm.

Their snouts are moderately firm, straight and of medium length. Jowls are light, trim and neat. Necks are short, with no crest on top.

Shoulders are light and smooth, compact on top and no wider than the rest of back. Back and loins are strong and full, of good length and with slight arch from neck to tail. Sides or bellies are long, smooth, filled out even with shoulders and loins and of good depth.

Trim underline, showing no flabbiness or paunchiness, trim, neat and full at the flank. Rumps are the same width as back, dropping gradually from loin to tail. Hams are firm and well



CHOICE MEAT TYPE HOGS POPULAR WITH MOST PACKERS.

These meat type hogs have been selected from all breeds. Their average weight is somewhere between 225 and 250 lbs. They carry a large proportion of lean to fat, are smooth and well finished and produce the kind of cuts in greatest demand in the domestic trade. This type of hog tops the grades in the recent tentative standards submitted by the U. S. Department of Agriculture to the swine growing and meat packing industries for slaughter grades of gilts and barrows.

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rounded, no flabbiness on inside facing or on hocks.

The choice meat type carries a large percentage of lean cuts, representing a high degree of meatiness.

**2.—CHOICE FAT TYPE.**—This type possesses a high degree of conformation, finish and quality.

The body of an individual of this grade is moderately long, wide and deep, being uniform in width from shoulders to ham, inclusive. The top line is arched. The underline and side lines are straight. The animal carries a large proportion of fat to lean.

The head is small, the jowls smooth. The neck is short and thick. Shoulders are smooth. The back is moderately long, wide and full. Sides are moderately long, deep, thick, even and straight. Flanks are thick. The hams are wide, thick and plump. External fat is thick, smooth and very firm.

#### Good and Medium Grades.

**GOOD GRADE.**—These hogs are slightly lacking in finish but have sufficient finish, quality and conformation to indicate the production of good standard cuts.

The body of an individual of this grade is of good length. The width from shoulders to hams inclusive is good. Top line, underline and side lines may be slightly irregular. A good proportion of lean to fat.

The neck, head and jowls are reasonably proportioned. Shoulders are generally smooth. The back is of good length, depth and thickness, with moderately thick flanks. Hams are of good conformation and plumpness. External fat is firm and of good proportions throughout. Skin is free from wrinkles and reasonably smooth and clean.

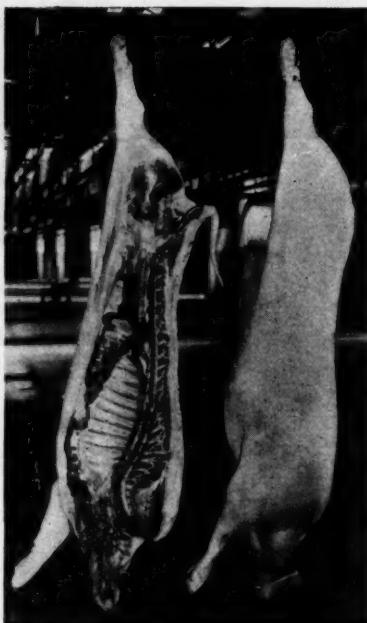
**MEDIUM GRADE.**—This grade is lacking in finish, quality and firmness, so as to indicate a fair proportion of standard cuts and usually a low yield of total carcass value.

A medium slaughter barrow or gilt possesses a low degree of conformation, finish and quality.

The body of an individual of this grade is long, narrow and shallow. The width from shoulders to hams inclusive is uneven. Top lines, under lines and side lines are irregular. The head is generally large, the jowls thin. Shoulders are rough or lacking in finish. The back is long, narrow and lacking in fullness. Sides are long, shallow, thin, uneven and irregular. Flanks are thin. Hams are narrow, thin and lacking in plumpness. A small amount of external fat is carried. Skin is often rough or wrinkled.

#### What Goes Into Culls.

**CULLS.**—This grade includes all hogs too poor in finish, quality, firmness or



MEAT TYPE HOG ON THE RAIL.

The large proportion of lean to fat, also the general quality of choice meat type hogs is well illustrated by the above carcass. The hog is well finished, has a moderate covering of fat, the skin is smooth and free from blemishes, and the carcass will yield all high-quality primal cuts.

conformation to indicate the production of standard commercial cuts.

Cull grade slaughter barrow or gilt possesses a very low degree of conformation, finish and quality, and includes skips.

The body of an individual of this grade is long, very narrow and extremely shallow. The width of body from shoulders to hams inclusive is very uneven. Top line, underline and side lines are very irregular.

The head is very large and the jowls very thin. The neck is very long and very thin. Shoulders are extremely rough. The back is long, very narrow and entirely lacking in fullness. Sides are long, very shallow, very thin, very uneven, and very irregular. Flanks are extremely thin. Hams are extremely thin and skippy.

External fat is negligible. Skin is extremely rough and wrinkled. Practically all primal parts are unmerchantable as standard cuts and are usually converted into trimmings.

#### Definitions of Classes.

The department furnishes the following general definitions of the five classes of market hogs, listed above:

Barrows and gilts include castrated males showing no pronounced indications of sex development, and females that have not produced pigs and are not in an evident stage of pregnancy.

Sows are females that show evidence of having produced pigs or are in an evident stage of pregnancy.

Stags are castrated males showing pronounced indications of sex development or characteristics.

Boars are uncastrated males.

Pigs embrace the smaller animals unsuitable for making market cuts and which are usually sold in carcass form.

#### Weight Ranges Suggested.

Weight divisions provided for barrows and gilts are within a narrow range in the lighter weights, and in a somewhat wider range as weight increases. They are as follows:

120 to 140 lbs.
140 to 160 lbs.
160 to 180 lbs.
180 to 200 lbs.
200 to 220 lbs.
220 to 240 lbs.
240 to 270 lbs.
270 to 300 lbs.
300 to 330 lbs.
330 to 360 lbs.
360 to 400 lbs.
400 lbs. and heavier

In addition to the weight ranges shown for barrows and gilts, the following are suggested for other classes:

Sows—	270 lbs. and down
	270 to 300 lbs.
	300 to 330 lbs.
	330 to 360 lbs.
	360 to 400 lbs.
	400 to 450 lbs.
	450 to 500 lbs.
	500 to 600 lbs.
	600 lbs. and heavier.

Stags and boars—No divisions.

Pigs—

100 to 130 lbs.
100 lbs. and down.

#### Tentative Standards Outlined.

In submitting the tentative U. S. standards for classes and grades of slaughter barrows and gilts, under date of July 31, 1931, C. W. Kitchen, acting chief of the Bureau of Agricultural Economics, said:

"Considerable study has been given to the subject of standards for slaughter hogs by the livestock marketing specialists of the bureau. Earlier this year a draft of such standards was furnished to the various interested groups in the livestock industry. Criticisms and suggestions were requested.

"Based upon suggestions received and after discussion of the subject with representatives of interested groups in the industry, these definitions of classes and descriptions of grades of slaughter barrows and gilts have been agreed upon and are recommended as tentative standards for these classes and grades of slaughter hogs."

"The bureau believes that the marketing of slaughter hogs on the basis of definite standards, uniformly ap-

(Continued on page 46.)

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## Meat Truck Built on Bus Chassis Simplifies One Packer's Delivery Problems

Whoever thought of applying the motor bus idea to meat deliveries?

What packer stopped to figure the cost of lifting heavy meat packages to and from high floors of regular truck bodies, either in wear and tear on the driver, or in loss from breakage?

Probably the answer is the same as that to the long-asked question: "Why will a packer deliver a 10-lb. pail of lard to a customer 5 miles away in a 3-ton truck?"

Because he never stopped to think!

Carl Fischer was brought up in his father's plant. He learned the "why" of everything. So when he came to a place of authority in the Henry Fischer Packing Co., of Louisville, Ky., he was ready to put into practice some of the ideas that had sprouted in his young and inquiring mind.

### Applying the Motor Bus Idea.

One of these ideas had to do with truck deliveries, both local and long-distance.

As he saw his men do what he often

had done—lift and strain to raise or lower heavy packages to and from the floor level of the standard truck body, and perhaps drop and smash one occasionally—he remembered the low-hung motor buses that roared past him on the road. And that gave him the idea.

"I learned," he said recently, "how difficult it is to load a truck with a high floor and what a task it is to unload it, particularly when the load is composed of heavy boxes or barrels to be delivered in a busy downtown section of the city, perhaps where skids cannot be used."

"Many large packages are too heavy for the average truck driver to handle. The result is they are sometimes dropped from the truck and damage results. And few people who have not gone through the ordeal can appreciate the physical energy expended in driving the heavy ordinary truck over long routes. It is a job that takes the life out of even experienced drivers who are hardened to the job."

### Floor 24 Inches From Ground.

"I had these thoughts in mind when I conceived the idea of using a bus chassis for meat truck work. Even the local White agency was skeptical when

I told them I wanted a bus chassis for truck work, and it was only by persistence on my part that they consented to sell it for this purpose. It was placed in service December 15, 1930, and has given such excellent service that another of the same type was later put on the job."

The first bus chassis truck of the company, and probably the first in the meat packing industry, is shown in the accompanying illustration. The body is insulated, and is mounted on a White model 65 with a special rear axle. The truck measures 24 ft. long over all. The body is 13 ft. long and 92 in. wide, and the truck has an over all height of 8 ft. The body is 70 in. high inside and the floor is only 24 in. from the ground.

### Has An Aluminum Body.

The sides, top and ends of the body are of aluminum sheets, and the doors are of the same material. They fit airtight, but are not insulated. Aside from the oddity of mounting a truck body on a motor bus chassis, the job has many interesting features not usually found in a vehicle to be used for the transportation of meat products.

The cab is of the de luxe type, with



### FEATURES OF THIS TRUCK ARE ITS LOW FLOOR AND ITS EASE OF HANDLING AND ITS ADVERTISING VALUE.

This is the first bus chassis, as far as known, to be adapted to the transportation of meat products. Its outstanding features are the ease and speed with which it can be loaded and unloaded, due to its low floor, its ease of handling and the facilities that have been added to increase ease and safety of operation.

The truck has a speed of 65 miles per hour, but is governed to 35 miles. It is in daily service carrying meat products between Louisville, Lexington and Winchester, Ky., a round trip of 226 miles.

Its high-grade sign job also makes it a valuable rolling advertisement for the company's products.

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a comfortable leather chair for the driver and two folding auxiliary seats for helpers when these are necessary. The interior of the cab is very roomy and affords an abundance of space for package orders. Some of the other outstanding features are Westinghouse air brakes, an automatically-controlled electric system which supplies four dome lights in the body, four tail lights, the headlights and seven marker lights on the front and corners of the cab.

Signal devices are an electric horn for use in cities and a compressed air type bus horn for use on country roads. The windshield wipers are also operated by compressed air. All the lighting circuits are equipped with tell-tale indicator lights on the dash in plain view of the driver.

The wheel base is 180 in., and while the truck is wider than the conventional types, the drivers report that it maneuvers with equal ease, loaded or light, in the narrow streets of the small towns through which it is operated.

This truck is capable of making 65 miles per hour, but due to the hilly country and sharp curves over which it is operated it is governed to 36 miles per hour. At this speed, it is said, it is hardly necessary to slow down for any curves, as the center of gravity is very low.

#### Covers 226 Miles Daily.

The truck at the present time is being operated between Louisville, Lexington and Winchester, Ky., a round trip distance of 226 miles.

"Our drivers," Mr. Fischer says, "are very proud of these trucks, for they have the same ease when on the road as a bus passenger. When they arrive at the last stop they are still physically fresh, and during the entire trip there is no heavy work to irritate. As a result the driver approaches a customer in a better mood."

"And finally, when the driver returns to the plant after unloading anywhere from 6,000 to 9,000 lbs. of orders, covering 226 miles and being on the job for 12 hours, he feels better by far than any of the drivers on the local routes. Each driver alternates in the service, covering three long routes and three short local routes each week."

#### Good Advertising on Wheels.

But outside of the purely utilitarian features of a truck of this type there are other apparent advantages that would seem to increase its value. In these days when so many motor vehicles are on the highways it is only the outstanding ones that receive more than passing notice. In the case of this truck, its fine appearance makes it of more than usual value in advertising the firm and its products.

The truck is painted with blue letter-

ing on a background of yellow. On each side panel is reproduced in natural colors a variety of the sausage and ready-to-serve specialties manufactured by the company.

The maintenance of this advertising is inexpensive. "Oh, I couldn't afford a paint job like that," said another packer to Henry Fischer as he looked at this de luxe truck. "It would cost too much to repaint."

"Why repaint?" replied Henry. "All

we have to do is to revarnish every six months, and we have the sign as good as new."

Little tricks like this low-hung bus chassis, to save labor and breakage, and this high-grade sign work simply maintained, are among the reasons why Henry Fischer has built this business from a sausage factory in a back shed to one of the most modern and successful small meat packing enterprises in the country.

## Chicago Sausage Campaign Lags Due to Lack of Wholesale Trade Support

Thousands of Chicagoans have decided that dry sausage is a good food. Prompted by the hot weather and the Meat Council's sausage campaign, many American-born housewives have been trying out this old-world delicacy for the first time. Reports from some of the participants in the campaign indicate that there has been a noticeable increase in the amount of dry sausage consumed in the last few weeks.

"Say, what's the matter with the wholesalers and manufacturers who are supposed to supply me with material in the Meat Council Sausage campaign," a North side retailer asked the Meat Council representative who was conducting a campaign survey of the city's retail meat shops.

"I got the first two batches of material that the council sent out but I haven't received any since. I got such good results from the window streamers and recipe cards that I have been asking every meat salesman and truck driver who comes into my store for more, but I have not succeeded in getting any yet." His name is on file at Meat Council Headquarters.

His story was similar to that of several other merchants interviewed in the shopping district around Wilson Avenue. Some of the retailers were merely showing the material they did have, without making any attempt to tie-in with displays of the advertised meat, apparently relying on the advertising material to do all the work.

#### He Needs Education.

"Most people's knowledge of sausage," said one retailer, who apparently didn't realize that the recipe slips tell about the sausage being featured and ways to use it, "is limited to frankfurters, bologna and liver sausage. When we suggest that they try luncheon specialty, they are apt to ask what it is or to conceal their ignorance by signifying that they don't wish any. There was a great demand for the frankfurter and liver sausage recipe cards, but the others have not gone nearly so well."

Meat Council headquarters is interpreting the results of the survey as indicating that the merchants on the North Side of Chicago are more interested and enthusiastic about the campaign than those in the South Side districts surveyed.

Prior to the opening of the sixth period of the campaign on Monday, August 10, William H. Gauzelin, chairman of the Meat Council committee on sausage, has appealed to packers and sausage manufacturers to see that the cooperation of the retailers is secured and held. Mr. Gauzelin points out in his bulletin that the campaign should not be looked upon in a spirit of "half of it over," but "half of it ahead."

#### Frankfurters Come Next.

It is probable that the merchandising service of the Chicago Evening American will cooperate in the campaign by visiting a number of key retailers next week to see that they have a plentiful supply of material and to aid them in utilizing it.

Frankfurters will be the featured sausage during the next period of the campaign and many dealers are looking forward to increasing their already large sales in this line.

The second series of sausage pennants was flying from the trucks of many of the campaign participants as the week closed, informing the public that "Sausage is Tasty and Economical."

#### MEAT QUALITY AND FLAVOR.

Meat will be the subject for discussion when representatives of twenty-six state agricultural colleges and the U. S. Department of Agriculture convene in Chicago next week. The occasion is the annual conference of men and women from these institutions who are engaged in an exhaustive cooperative study to determine the factors influencing the quality and flavor of meat. The session will be held August 10 to 13 at the Congress Hotel.

(Continued on page 48.)

## Meat Retailers Recognize New Trends in Food Distribution and Move to Meet Them

Meat dealers—they used to call themselves master butchers—are no longer old-fashioned.

They no longer regard the sale of meat as their sacred right.

Where once they objected to the grocer handling meat, they now meet him on his own ground by handling groceries.

In other words, they are becoming food merchants.

This was strikingly demonstrated this week at the 46th annual convention of the National Association of Retail Meat Dealers, held at West Baden, Ind.

The feature of the convention (it was National Secretary John A. Kotal's idea) was a Model Food Store.

### Model Food Store a Feature.

Laid out on the latest approved lines—with grocery, fruit and vegetable, dairy products and other departments, as well as meats—it was an object-lesson for the meat retailer who is sitting up nights wailing about chain stores.

Meat dealers from all over the country, who attended the convention with their wives and daughters, walked through this store and admired its modern set-up and up-to-date equipment. Not an unfavorable comment was heard.

The master butcher of the old days—who stood behind his counter in white

apron and high hat, and made a sacred rite of cutting meats—might be shocked at the sight of bread, cookies, preserves, watermelons, cheese, milk, canned goods and what not on his market shelves and counters.

And he might have turned in his grave at the sight of refrigerated cases full of packaged meat cuts and meat products, both fresh and frozen.

But there they were—typical of the new era in food distribution. It was evident that the butcher had finally made up his mind to fight the (chain store) devil with fire!

### New Methods for New Day.

And outside this model food store, in long rows of booths that made up the convention exhibits, were other evidences of the new day in food retailing.

There was Jim Vaughan, the electric meat cutter, taking the place of one or more meat cutters in each shop, and doing a better job of it.

There were Frigidaire, Kelvinator, Vilter and the others with their buzzing little machines making any degree of cold desired, either for shop cooler or display counter.

There were Ottenheimer and Hill with their new type refrigerated cases capable of holding temperatures down to 10 deg. below zero, and containing ample space for storage as well as display. Cases in which you could hold a fresh-cut piece of meat for a week without discoloration or drying out,

thanks to our progress in study of humidity as well as temperature.

There were tools by Wicke that made the old-timer goggle-eyed with envy. There were cube-cutting machines, and chop-chopping machines, and dolled-up scale marvels that weighed meat to a fraction of an ounce without the aid of the thumb, and did your bookkeeping for you at the same time.

### Shock to the Old Timers.

There were neon-lighted signs that draw trade day or night, parchment and transparent wrappings that sell the package regardless of the contents.

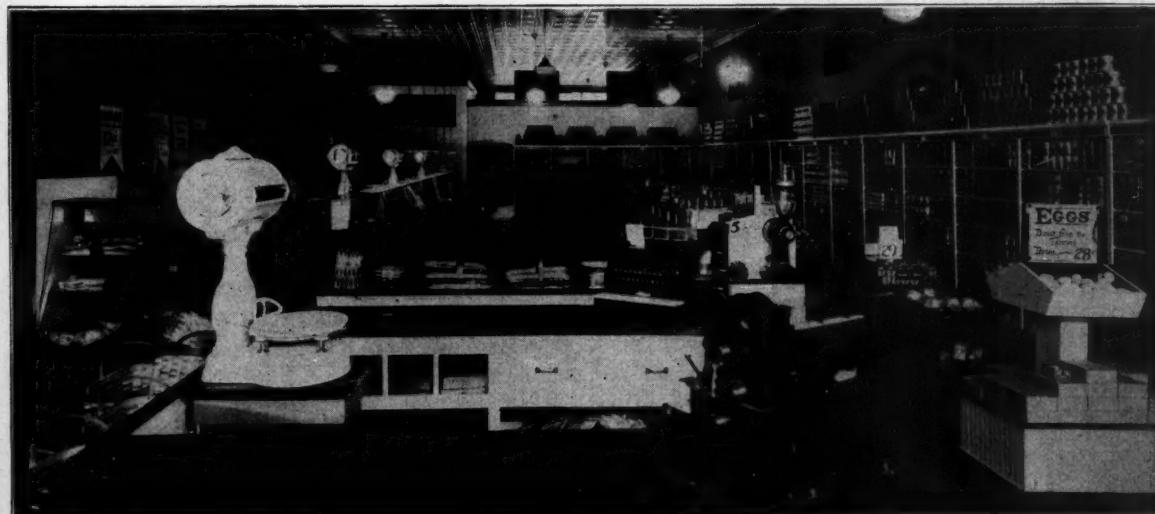
There were meat displays by packers and sausage makers that turned the meat shop into a Tiffany salon.

It was all so new and different that if old John Schofield or old "Bill" Hornidge had come back to earth for this occasion they would have felt sure they were in the wrong place—certainly not a butchers' convention!

But there were John Russell and Chas. Schuck, Pickering and Kleinfeld, Kaiser and George Kramer (the apostle of progress), walking around smiling at everything. So it must be the right place!

But how different from the old days. And fortunately so, since in these times of reduced volume and sustained overhead something must be done to make both ends meet.

Economy, efficiency, better means, better methods—these are the slogans



THIS IS HOW MEAT RETAILERS MAY DEAL WITH CHAIN COMPETITION ON ITS OWN GROUND.

This is not the Model Food Store which was the feature of the National Retail Meat Dealers' convention. It is the interior of an up-to-date chain store handling meats, fruits and vegetables as well as groceries.

What the chains do the meat retailer can do as well, and in some cases better, as they are beginning to discover.

of the retailer in the battle against competition and depression. They were brought out and re-emphasized in the exhibits and in the convention program.

#### Convention Proceedings.

The dealers and their trade associates and guests began gathering at the West Baden Springs Hotel on Sunday, August 2, and up to Monday afternoon it was a case of renewing acquaintance and exchanging ideas and experiences.

Calling the convention to order on Monday afternoon, National Secretary Kotal introduced Otto Kleinfeld of Chicago to deliver the invocation with all the eloquence of a doctor of divinity, and acting mayor Raymond Hall to welcome the guests to the resort and the little village at its edge. Board chairman Wm. B. Margerum of Philadelphia replied to the welcome, and then the speech-making marathon began.

This is a single industry, from livestock producer to meat retailer. The sequence started appropriately with a talk by chairman C. A. Ewing of the National Livestock Marketing Association. He is the man heading the work of coordinating, stabilizing and systematizing the marketing of livestock, and he told of the really worth-while effort which got under way only a year ago, but which is making encouraging progress. He asked the sympathy and cooperation of the meat retailer in this effort, since its success meant much to him as to the other elements in the industry.

#### Greatest Problem for Industry.

Next link in the chain is the packer. T. George Lee, president of Armour and

Company, pointed to the common problem of the packer, the retailer and the livestock producer. One group, he said, cannot profit continually at the expense of the others, and an injustice to any of them eventually and inevitably works injury to the others.

In Mr. Lee's opinion the greatest problem confronting the meat industry grows out of the uneven receipts of livestock. These uneven receipts de-

mand the full cooperation of the packer and the retailer to move the product without sacrifice.

"When supplies of fresh, perishable meats are in excess of normal, we must unite in forcing the product into consumption," he said. "The retail trade should be made as mobile and elastic as is the wholesale trade. Retail prices should fluctuate with wholesale prices

(Continued on page 53.)

## Wholesale and Retail Meat Prices Compared

### Chicago.

Wholesale and retail meat prices at Chicago for week ending Aug. 1, compared to previous week and same week year ago, reported by U. S. Bureau of Agricultural Economics:

WHOLESALE.				WHOLESALE.			
BEEF AND VEAL.				BEEF AND VEAL.			
	Week Aug. 1, 1931.	Week July 25, 1931.	Week Aug. 2, 1931.		Week Aug. 1, 1931.	Week July 25, 1931.	Week Aug. 2, 1931.
Steer—				Steer—			
550-700 lbs.,	Choice . . . . .	\$14.25	\$14.25	550-700 lbs.,	Choice . . . . .	\$15.05	\$14.25
Good . . . . .	15.00	15.00	14.00	Good . . . . .	14.00	13.00	14.25
700 lbs. up,	Choice . . . . .	12.50	12.50	700 lbs. up,	Choice . . . . .	13.50	13.00
Good . . . . .	12.00	12.00	14.00	Good . . . . .	13.50	12.50	14.00
500 lbs. up,	Medium . . . . .	11.00	11.00	500 lbs. up,	Medium . . . . .	12.00	11.00
Common . . . . .	10.00	10.00	11.10	Common . . . . .	10.00	8.95	10.25
Cow—				Cow—			
Good . . . . .	9.50	9.50	11.45	Good . . . . .	10.75	10.25	11.75
Medium . . . . .	8.50	8.50	9.70	Medium . . . . .	9.75	8.75	10.50
Common . . . . .	7.50	7.50	8.70	Common . . . . .	8.50	7.25	9.50
Veal carcasses (skin on):				Veal carcasses (skin on):			
Choice . . . . .	16.00	15.00	17.80	Choice . . . . .	19.80	20.20	19.60
Good . . . . .	15.00	14.20	15.90	Good . . . . .	17.80	17.90	17.50
Medium . . . . .	14.00	13.00	13.90	Medium . . . . .	16.20	15.90	15.50
Common . . . . .	12.00	11.00	12.40	Common . . . . .	14.00	14.10	13.00
LAMB.				LAMB.			
38 lbs. down,	Choice . . . . .	21.00	20.00	38 lbs. down,	Choice . . . . .	20.20	20.00
Good . . . . .	19.00	18.60	17.70	Good . . . . .	18.50	19.50	18.80
Medium . . . . .	18.50	16.10	14.80	Medium . . . . .	15.90	16.90	14.60
39-45 lbs.,	Choice . . . . .	21.00	20.60	39-45 lbs.,	Choice . . . . .	19.80	20.50
Good . . . . .	19.00	18.60	17.70	Good . . . . .	18.50	19.30	18.00
Medium . . . . .	18.50	16.10	14.80	Medium . . . . .	15.90	16.80	14.00
PORK CUTS.				PORK CUTS.			
Fresh—				Fresh—			
Loins.				Loins.			
8-10 lbs. av. . . . .	24.20	20.30	22.70	8-10 lbs. av. . . . .	21.80	21.50	21.40
10-12 lbs. av. . . . .	22.60	17.80	21.00	10-12 lbs. av. . . . .	20.60	20.40	20.40
12-15 lbs. av. . . . .	17.40	13.40	16.75	12-15 lbs. av. . . . .	15.40	17.30	16.50
16-22 lbs. av. . . . .	11.30	9.70	12.15	16-22 lbs. av. . . . .	12.90	13.70	12.35
Shoulders, N. Y. style skinned.				Shoulders, N. Y. style skinned.			
8-12 lbs. av. . . . .	11.70	10.50	15.00	8-12 lbs. av. . . . .	12.40	12.30	16.00
Cured—				Cured—			
Hams smoked, reg. No. 1.				Hams smoked, reg. No. 1.			
12-14 lbs. av. . . . .	21.00	21.00	25.25	12-14 lbs. av. . . . .	20.75	20.75	26.00
14-16 lbs. av. . . . .	19.50	19.50	25.25	14-16 lbs. av. . . . .	20.00	20.00	23.25
Hams, smoked, skinned, No. 1.				Hams, smoked, skinned, No. 1.			
16-18 lbs. av. . . . .	19.50	19.50	26.25	16-18 lbs. av. . . . .	19.75	19.75	27.00
18-20 lbs. av. . . . .	18.50	18.50	26.25	18.20 lbs. av. . . . .	19.50	19.50	26.00
Bacon, smoked, No. 1, dry cure.				Bacon, smoked, No. 1, dry cure.			
8-10 lbs. av. . . . .	23.50	23.50	29.75	8-10 lbs. av. . . . .	25.50	25.50	26.00
No. 1, S. P. cure.				No. 1, S. P. cure.			
8-10 lbs. av. . . . .	18.00	18.00	23.00	8-10 lbs. av. . . . .	19.00	19.40	23.75
10-12 lbs. av. . . . .	17.50	17.50	22.00	10-12 lbs. av. . . . .	18.00	18.20	23.75
LARD.				LARD.			
Lard, refined, tubs . . . . .	8.25	8.25	10.50	Lard, refined, tubs . . . . .	9.75	9.75	11.62
RETAIL.				RETAIL.			
(Mostly cash and carry—good grade).				(Mostly cash and carry—good grade).			
BEEF.				BEEF.			
Aug. 1, <td>July 25,<td>Aug. 1,<td></td></td></td>	July 25, <td>Aug. 1,<td></td></td>	Aug. 1, <td></td>					
1931.	1931.	1930.	per pound				
Porterhouse steak . . . . .	.36	.36	.515	Porterhouse steak . . . . .	.475	.445	.53
Sirloin steak . . . . .	.36	.36	.405	Sirloin steak . . . . .	.37	.405	.415
Round steak . . . . .	.32	.34	.37	Round steak . . . . .	.34	.36	.435
Rib roast, 1st cut . . . . .	.21	.21	.30	Rib roast, 1st cut . . . . .	.29	.295	.325
Chuck roast . . . . .	.19	.19	.225	Chuck roast . . . . .	.19	.205	.23
Plate beef . . . . .	.085	.085	.135	Plate beef . . . . .	.12	.12	.165
LAMB.				LAMB.			
Legs . . . . .	.26	.235	.275	Legs . . . . .	.285	.265	.23
Loin chops . . . . .	.425	.425	.425	Loin chops . . . . .	.425	.40	.39
Rib chops . . . . .	.425	.425	.425	Rib chops . . . . .	.375	.35	.46
Stewing . . . . .	.14	.14	.175	Stewing . . . . .	.125	.115	.165
PORK.				PORK.			
Chops, center cuts . . . . .	.26	.25	.30	Chops, center cuts . . . . .	.315	.315	.365
Bacon, strips . . . . .	...	...	...	Bacon, strips . . . . .	.265	.305	.365
Bacon, sliced . . . . .	...	...	...	Bacon, sliced . . . . .	.345	.355	.425
Hams, whole . . . . .	.22	.22	.26	Hams, whole . . . . .	.24	.225	.225
Picnics, smoked . . . . .	.16	.16	.21	Picnics, smoked . . . . .	.17	.17	.215
Lard . . . . .	.09	.09	.14	Lard . . . . .	.13	.10	.158
VEAL.				VEAL.			
Outlets . . . . .	.38	.38	.445	Outlets . . . . .	.45	.45	.625
Chops . . . . .	.325	.325	.35	Chops . . . . .	.375	.375	.475
Stewing . . . . .	.12	.12	.20	Stewing . . . . .	.175	.175	.245



HAVE PROBLEMS IN COMMON.

T. George Lee, president of Armour & Company, suggests to retailers some things they should think about.

## EDITORIAL

### *Production Costs Should Measure Efficiency*

Next to efficient management, mechanical equipment is the most important factor in the production program of the meat plant. Without it standardized quality products are a matter of chance, and unit production costs are quite often so far out of line with costs in the efficiently-equipped plant as to preclude the possibility of a profit.

It has been customary in the meat industry to figure an annual depreciation charge of 10 per cent on equipment. This is conservative. Good mechanical equipment, with reasonable care, will last more than 10 years—but what about obsolescence?

One packer ventures the guess that this 10 per cent depreciation charge mainly is responsible for much of the inefficient, obsolete equipment in use in meat plants today and the large annual losses this obsolete equipment causes. Probably he is right. A packer who has a machine more than 10 years old that is operating smoothly and giving no trouble is reluctant to junk it. It has been paid for, represents no investment on the books and its production is clear velvet, he figures. What it costs to use it does not enter into the calculation.

This packer is fooling himself. He needs to view the problem from another angle. A careful compilation of unit costs on his old machine, and a comparison of these costs with what are possible with a modern, up-to-date machine of the same type, might cause him to change his mind.

It has been suggested that accounting methods be changed to provide for obsolescence. This would be a constructive move and an important step in the elimination of obsolescence losses. If this is done there should be provided a reserve account for replacement of equipment which has not outlived its usefulness on the basis of 10 per cent depreciation, but which, if the plant is to make a profit, must be discarded to make room for a more modern piece of equipment of greater operating economy and productivity.

The 10-year depreciation figure can no longer be applied with certainty. Although packinghouse machinery is better built than ever before, important mechanical improvements follow each other so rapidly that comparatively new machinery must frequently be scrapped for something new and more efficient and with greater output or

lower operating costs. It is no longer safe or good policy to consider any machine as a ten-year investment not to be replaced until worn out or unfit for further service. Changes are coming too rapidly to take such a chance.

### *One Thing That Affects Meat Consumption*

There are fewer farms in the United States now than ten years ago, but the acreage under cultivation is larger. According to the 1930 census, the actual number of farms shows a decrease of some 200,000, but approximately 30,000,000 more acres are under cultivation.

The number of large farms—those having between 500 and 1,000 acres—increased by 10,000 and there were 13,000 more farms having over 1,000 acres than in 1920.

The increase in very small farms is marked. The number of those containing under 3 acres doubled; rapid increases are shown in each class up to farms of 20 acres each. In the averages between 20 and 500 acres, the number declined.

Just what influence this change has had on livestock production and meat consumption is speculative. However, it would appear that the more families there are living on plots of ground containing from 3 to 20 acres, the more there are producing a large part of their food supply. Most such families have a flock of chickens and consume a great deal of poultry and poultry products. The more poultry consumed by them the less meat they purchase.

Turning to the production side, it is logical that more livestock can be raised on the 500 and 1,000 acre farm than on five to ten 100-acre farms, and production being on a larger scale is necessarily at lower cost. While objection to the passing of the smaller farm is general and well founded, at the same time it must be recognized that large numbers of the 100 to 175 acre farms tend to increase production costs because of duplication of overhead, effort and many other factors.

Cost of production of meat and other foods must keep pace with declining costs in retail marketing of these foods through chains and voluntary chains. Meat is a rather costly food to produce and therefore carries with it the ever-present handicap of price. For this reason many foods whose production costs are less have made inroads on meat consumption.

It would seem, therefore, that livestock production must be geared to a more efficient scale and some of the costs squeezed out. The trend toward large farms making possible more economical production is a step in this direction.

# Practical Points for the Trade

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## Tomato Sausage

Tomato sausage is popular in summer, when the fresh tomatoes can be used if they are plentiful and inexpensive, or at any other season of the year, during which canned tomatoes are used. It is a highly perishable product, however, and cannot be kept for any length of time, especially in warm weather.

A sausagemaker who wants to make tomato sausage says:

Editor The National Provisioner:

We want to make tomato sausage and would like a formula and manufacturing directions. We have never made this product before. Can you help us?

Instructions for the manufacture of a very good tomato sausage appeared in THE NATIONAL PROVISIONER within the year, but as many sausagemakers may have missed this formula, it is repeated.

The manufacturing instructions given should be carried out carefully, and the fact borne in mind that the product is highly perishable.

### Formulas.—Meats:

50 lbs. fresh lean pork trimmings  
20 lbs. fresh retrimmed veal  
5 lbs. fresh cracker meal  
15 lbs. jowl fat, free of rind  
6 No. 3 cans tomatoes

### Seasoning:

2½ lbs. salt  
6 oz. sugar  
6 oz. white pepper  
2 oz. Jamaica ginger  
2 oz. nutmeg

Dissolve the salt and seasoning in ice water.

**Mixing.**—Chop the meat through the ¾-in. plate of the Enterprise hasher, then add the seasoning and ice water and the six No. 3 cans of tomatoes.

Put the chopped meat and seasoning in the mixer and mix for 2 minutes. Then spread in piles 8 inches thick on a table or in pans in the cooler and leave over night. Temperature of the cooler must be 36 degs.

The next morning take the meat to the silent cutter, add 2 lbs. crushed ice and the 5 lbs. of cracker meal. Chop for 5 minutes, but be careful not to get the meat warm in the chopper.

**Stuffing.**—Then take to the stuffer and stuff in medium sheep casings, 4½ to 5 in. long. Do not stuff too tight, but about like regular pork sausage.

**Hanging.**—Then hang on trucks, being careful that the sausages do not touch, and put them in the drying cooler at about 42 degs. F. After they are dry put them up in 5 and 10 lb. buckets and put back in the cooler at 36 degs. temperature.

*This sausage must be sold fresh.  
Don't have too much on hand.*

This product should be fried in butter over a slow fire. No sage should be used, as it destroys the tomato flavor.

## To Make Scotch Hams

Instructions and equipment necessary for the manufacture of Scotch hams are requested by an Eastern meat curer, who says:

Editor The National Provisioner:

Will you kindly advise us regarding the necessary equipment for curing Scotch hams? What size hams should we use and how many days should they be in cure?

One method of making the so-called "Scotch" ham is as follows:

Use either a 12/14 or a 14/16 lb. ham, depending upon trade requirements. Give it an ordinary sweet pickle cure but do not pump it. Handle the same as in curing regular hams, using a 70 deg. pickle.

A 12/14 lb. ham should stay in cure 65 days and a 14/16 lb. ham 70 days as the ham is not pumped.

When the ham is cured take it out of pickle and soak in cold water for about 5 to 6 hours. Then wash in warm water. Dry thoroughly before smoking.

Smoke with a cold smoke for 8 to 10 days. The reason for the long smoke is to get a firm, dry ham. After smoking it is good practice to let the ham hang in the dry room another 10 days.

After the ham has been fully dried, take out the aitch bone, open the ham in the side seam and take out the round bone, leave the shank bone out, then roll and tie. This is a Scotch ham.

## A Meat Loaf Delicacy

Have you ever tried furnishing the trade with a fancy macaroni and cheese loaf?

It's a specialty meat that is popular any time of the year, but especially so in the summer months.

Try THE NATIONAL PROVISIONER'S macaroni and cheese loaf formula and see if your trade does not like it.

Send a 2c stamp with request for reprint of the formula and directions which appeared in a recent issue, using the coupon below:

THE NATIONAL PROVISIONER,  
Old Colony Bldg., Chicago.  
Please send me reprint of Macaroni and Cheese Loaf formula. I am a subscriber to THE NATIONAL PROVISIONER.

Name .....

Street .....

City .....

Enclosed find 2c stamp.

## Ammonia Wastage

A sausage maker in the West, with a refrigerating plant of small capacity, believes he may be wasting ammonia and asks how his cost for this product can be reduced. He writes:

Editor The National Provisioner:

We find it necessary to add about 50 or 75 lbs. of ammonia to the refrigerating plant every six months. We use care to keep the fittings and stuffing boxes tight, but it seems to us that too much ammonia is getting away. Does it appear to you that our losses are within reasonable limits? The capacity of our plant is 25 tons.

The amount of ammonia in a refrigerating system diminishes in time. This loss cannot be entirely prevented. It is caused by leakage and disintegration. Wastage due to leakage can be reduced by frequent inspection to detect leaks. Waste due to decomposition is best kept within reasonable limits by keeping down the temperature around the compressor as much as possible.

Ammonia losses in your case do not appear to be excessive. Fifty to 100 lbs. a year is generally considered normal in a plant the size of yours. A loss of 200 lbs. for this capacity is not unusual.

A liquid receiver provided with a gauge glass will show when the ammonia in the system is running low. The insufficiency of ammonia will also be indicated by a fluctuating pressure, variation in the temperature of the discharge pipe and by the action of the valves in the compressor, which sometimes run smoothly and other times roughly. A rattling noise at the expansion valve shows the passage of vapor along with the liquid ammonia, indicating a deficiency of ammonia.

## Norske Mutton Leg

A packer in the sheep country of the Northwest wants to make Norske mutton leg. He says:

Editor The National Provisioner:

Can you tell us how to make Norske mutton leg? We understand this is a very nice mutton product, but we have no idea how it is prepared. Any help you can give us will be appreciated.

Take leg of mutton from a good wether or sheep, and cut off at the pin bone. Make a 65 per cent sweet pickle to cure it in. Let the leg stay in cure 20 to 25 days, according to size.

When cured wash it in warm water, let it dry off, then hang it in the smokehouse and smoke slowly 3 to 4 days. Then hang it up in an airy room to dry.

If a little flavor is desired the addition of a few cloves, some allspice and 3 or 4 garlic onions to the pickle will give the mutton a fine flavor.

## Black Leona Sausage

A sausagemaker wants to make the sausage product known as black Leona. He says:

Editor The National Provisioner:  
Can you give us a formula for black Leona? Is this product made of all beef and how is the dark color obtained?

Black Leona is made entirely from beef, preferably chuck. Trim out the chucks and cut in small pieces about the size of an egg. Salt with 3 lbs. salt and 2½ lbs. of saltpeter to 100 lbs. of meat. Mix thoroughly and put in the cooler to cure in 10 to 12 days. When cured, grind it through the fine plate and chop in the silent cutter, not too fine.

For seasoning, use

6 oz. black pepper  
2 oz. coriander  
1 oz. nutmeg  
½ oz. cloves.

Stuff in beef weasands or beef middles. Let hang on the truck over night, then smoke with a cold damp smoke for about three days. After three days let the smokehouse go up to 120 degs. for eight hours and the product will be finished. Cook 1 hour and 45 minutes and a nice "black" Leona will be the result.

## Removing Pipe Scale

How can scale forming materials in condenser water be reduced to a minimum? A packer who is having trouble with scale forming on the inside of his pipes, writes as follows:

Editor The National Provisioner:

Can you tell me if there is a pipe on the market that can be used in the condenser of an ammonia compressor, which will eliminate periodic scraping?

Would a black pipe with a very thin inner lining of brass answer the purpose? I would appreciate any information you could give me on this subject.

Scraping of condenser pipes is necessitated by scale forming materials in the condenser water. When there is evaporation of the water the scale is deposited on the pipe surfaces regardless of the material of which the pipe is composed.

The logical treatment, of course, is to soften the water and thus remove the scale forming materials. Soft water for boiler feed will also greatly lessen the expense for boiler cleaning. Zeolite water softeners can be purchased in a size to fit any need and generally are a profitable investment for the meat plant.

The inquirer does not mention the type of condenser in use. Atmospheric condensers scale up more rapidly than the enclosed type, due to the greater evaporation.

Watch the Wanted page for bargains in equipment.

## Brands & Trade Marks

In this column from week to week will be published trade marks of interest to readers of THE NATIONAL PROVISIONER.

Those under the head of "Trade Mark Applications" have been published for opposition, and will be registered at an early date unless opposition is filed promptly with the U. S. Patent Office.

### TRADE MARK APPLICATIONS.

**The Kroger Grocery & Baking Co., Cincinnati, O.** For canned meats—namely, chicken, deviled chicken, deviled ham, sliced beef, tongue and bacon. Trade mark: CLIFTON. Claims use since 1885. Application serial No. 279,479.

## CLIFTON

**California Packing Corp., San Francisco, Calif.** For canned chicken. Trade mark: A label bearing horizontal stripes of yellow and blue. Claims use since April 25, 1930. Application serial No. 307,257.

**The Kroger Grocery & Baking Co., Cincinnati, O.** For fresh meat—namely, pork brains, pork links, pork sausage, beef brains and smoked and dried chipped beef. Trade mark: POLAR-PAK. Claims use since December 30, 1930. Application serial No. 311,337.



**The E. Kahn's Sons Co., Cincinnati, O.** For fresh, pickled, smoked and cured meats—namely, sliced beef, cottage style butts, skinned hams, selected bacon, meat (i.e., fresh beef, fresh pork, fresh veal, fresh lamb, fresh mutton), flat boneless cooked ham, ham, dried beef, cooked boneless ham, cooked trimmed ham, cooked boneless shoulder, bacon belly, shoulder, lard, bakers' pure lard, open kettle rendered lard, bacon, sausage, cooked ham, picnic, pork tenderloin, pig feet, meat loaf, tongue, eggs and dressed poultry. Trade mark: KAHN'S. Claims use since January 1, 1885. Application serial No. 260,449.

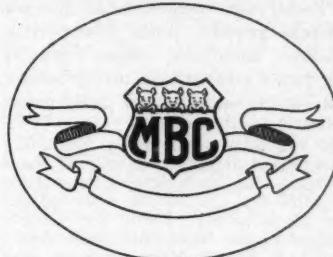
### TRADE MARKS GRANTED.

**Baltimore Butterine Co., Baltimore, Md.** For oleomargarine, mayonnaise, sandwich spread and salad dressing. Trade mark: An outline of a butter

dish on which is the name of the company. Published April 7, 1931. No. 284,330.

**Oscar Mayer & Co., Inc., Chicago, Ill.** For frankfurters. Trade mark: OSCAR MAYER'S. "THE ARISTOCRAT OF FRANKFURTS." Published June 3, 1930. No. 282,967.

**Millar Brothers & Co., Philadelphia, Pa.** For ham. Trade mark: M B C on a shield. Published February 24, 1931. No. 282,925.



**Southland Cottonoil Oil Co., Paris, Tex.** For cottonseed cake and cottonseed meal. Trade mark: SOUTHLAND'S with the cut of a steer. Published March 3, 1931. No. 283,167.

**David Pender Grocery Co., Norfolk, Va.** For sliced bacon and hams, lard and oleomargarine. Trade mark: PENDER'S D P on a triangle within a double circle. Published March 3, 1931. No. 283,237.

**Bader-Vaden-Parks Co., Tulsa, Okla.** For sausage season. Trade mark: BUTCHERS FRIEND. Published March 10, 1931. No. 283,412.

**Hugo Strauss Packing Co., Brooklyn, N. Y.** For canned cat food. Trade mark: "KITTY-KAT." Published March 10, 1931. No. 283,444.

**Oscar Mayer & Co., Inc., Chicago, Ill.** For bacon. Trade mark: A coach and four approaching a tavern. Published March 10, 1931. No. 283,472.

**Baltimore Butterine Co., Baltimore, Md.** For oleomargarine. Trade mark: MY BRAND. Published March 10, 1931. No. 296,228.

### LABELS.

**Chapman & Co., Smithfield, Va.** For hams. Title: CHAPMAN'S GENUINE SMITHFIELD RAZOR BACK HAM. Published January 2, 1931. No. 39,344.

### PACKER'S NO-ACCIDENT RECORD.

A packer who has approximately 1,000 employees has written the Institute of American Meat Packers that no lost-time accidents occurred during the month of June. There were approximately 200,000 hours of work for this period. "The member credits this record to a 'No-Accident' campaign in which twenty-eight other industries of the locality joined," says President Woods of the Institute. "Foremen and workmen were asked to sign a safety pledge to work safely and avoid accidents. Each industry placed an American flag on their flag pole and a green flag with a white star in the center just below it. The green flag was flown as long as there were no lost-time accidents."

August 8, 1931.

## UNITE TO TAX OUT CHAINS.

The formation of an organization consisting of independent retail merchants in New York state was initiated at a meeting of trade association representatives held on Thursday, July 30, at the headquarters of the New York State Association of Retail Meat Dealers, 250 West 57th st. The representatives of the following trades were present: Retail meat dealers, retail grocers, wholesale grocers, retail pharmacists, wholesale druggists, retail jewelry trade, retail and manufacturing bakers, retail confectioners, retail tobacconists and music publishers.

An executive committee, including two representatives from each of these industries, has been formed to outline the plans for the future development of the organization. David Van Gelder, president of the New York State Association of Retail Meat Dealers, has been named chairman of the executive committee. Milton S. Malakoff, executive secretary of the New York Pharmaceutical Conference, is secretary, and congressman Emanuel Celler is counsel for the organization.

The principal function of the new organization will be to endeavor to devise ways and means for the establishment in New York state of a law similar to the Indiana chain store tax, which was recently held constitutional by the United States Supreme Court. To congressman Celler has been detailed the task of preparing the bill which will be introduced in the next session of the state legislature. State Senator Philip Kleinfeld has assured the executive committee that he will sponsor this measure in the upper house.

"The formation of the New York State Retail Merchants Association marks a new epoch in the retail industry of this state," declared Mr. Van Gelder. "Never before has a meeting been called at which so many industries were represented for the purpose of taking unified action to curb chain store expansion. Realizing that in unity lies greater strength, the different merchants in all the retail industries of this state are hopeful of working in coordination in order to bring about better conditions in retailing and better opportunities for the independent business man. I am convinced that every retailer in the state will get behind this movement."

## CHAIN STORE NOTES.

David Pender Grocery Co. reports a net profit of \$33,235 for the six months ended June 27, 1931, which compares with a net loss of \$55,539 for the six months ended June 28, 1930.

Dominion Stores, Ltd. reports a net profit of \$269,710 for the six months ended June 3, after charges including depreciation and federal taxes. This compares with \$244,456 in the first half of 1930.

Economy Grocery Stores Corporation report for the year ended June 30 net profits, after charges, depreciation and taxes of \$282,434, equal to \$2.35 a share on the outstanding stock, compared with \$336,046, or \$2.97 a share in the preceding fiscal year.

Jewel Tea Co. sales for the four

weeks ended July 11, 1931, show a decline of 8.16 per cent from those of the 1930 period. Sales for the period just ended amounted to \$1,108,579, compared with \$1,207,130 for the parallel four weeks of 1930.

Hudson's Bay Co. reports a trading loss of \$3,731,670 in the fiscal year ended May 31, 1931, and a net loss of \$2,224,325, which was covered by a transfer of funds from the share premium account. The company passed its preferred and common dividends last December.

Sales of Kroger Grocery & Baking Co. for the four weeks ended July 18 totaled \$18,744,430, compared with \$19,684,214 in the 1930 period, decline of 4.7 per cent. A smaller number of stores were in operation in the 1931 period, numbering 4,950, as against 5,253 in the corresponding time of 1930, a decline of 5.7 per cent.

National Tea Co. reports a net profit for the quarter ended June 30, 1931, larger than for the same quarter a year ago. This profit amounted to \$182,834, compared with \$164,136 in the same quarter of 1930. For the first half of 1931, the net income amounted to \$389,291 after all charges including federal taxes. This compares with \$550,742 in the six months ended June 30, 1930.

Childs Co. restaurant chain omitted its quarterly dividend of 60c on common stock, but the regular quarterly dividend of \$1.75 on preferred was declared, payable September 10 to stock of record August 25. For the six months ended June 30 the company reports a net profit of \$612,653 after interest, depreciation and federal taxes. This compares with a net of \$668,329 in the first half of 1930.

Earnings of the Grand Union Company for the first half of 1931 were the largest in the history of the company. Retail sales for the period totaled \$17,369,540, compared with \$18,057,557 in the same period of 1930. Tonnage sales in 1931 showed an increase of 14 per cent over the 1930 period. Profit margin for the current year was .0301 cents per dollar of sales, compared with .0282 cents in 1930, .0280 in 1929 and .0148 in 1928.

American Stores Co. reports a net income, after depreciation and taxes, for the six months ended June 30, 1931, of \$2,729,894, compared with a net income of \$2,667,189 in the first half of 1930. Sales for the six months just ended totaled \$69,490,301, against \$71,538,496 in the 1930 period, or a decline of 2.8 per cent. Tonnage sales, however, increased 15 per cent. The company operates approximately 2,750 food stores, principally in Pennsylvania, New Jersey, and New York, and in addition it owns and operates nine bakeries and nine warehouses. Twenty-four new stores were opened recently in Syracuse, N. Y., and surrounding territory.

## FINANCIAL NOTES.

Beech-Nut Packing Co. has declared the quarterly dividend of 75c payable Oct. 1 to stock of record Sept. 12.

Wesson Oil and Snowdrift Co. has declared the \$1.00 quarterly preferred dividend payable September 1 to stock of record August 15.

Mickelberry's Food Products Corp. has declared a quarterly dividend of 15

cents and 2½ per cent stock, payable Aug. 15 to stock of record Aug. 1.

A new \$100,000 bond issue for the Pacific Meat Company Limited, Vancouver, B. C., is being offered. Earnings of the company for the six months ended May 31, 1931, available for bond interest and depreciation totaled \$20,583.

Western Dairy Products Company and Western Dairy Products, Inc., report for the six months ended June 30 net income, after depreciation, interest and federal taxes of \$717,921, equal after preferred dividends to \$7.54 a share on the common stock. Figures for corresponding period last year not available.

## IN TRADE PRACTICE GROUP.

W. F. Schluderberg, president of the Wm. Schluderberg-T. J. Kudle Company of Baltimore, Md., has accepted appointment on the Committee of Interpretation and Appeal of the Institute of American Meat Packers. Mr. Schluderberg was appointed to fill the vacancy caused by the resignation of Henry Neuhoff of Nashville, Tenn. Mr. Neuhoff resigned when he disengaged himself from the active direction of a packing business, but consented to serve until a new appointment could be made.

## PACKER AND FOOD STOCKS.

Price ranges of packer, leather companies, chain store and food manufacturers listed stocks on Aug. 5, 1931, or nearest previous date, with number of shares dealt in during week, and closing prices on July 29, 1931, or nearest previous date:

	Sales.	High.	Low.	—Close.
	Week ended Aug. 5.	Aug. 5.—	Aug. 5.	Aug. 5.
Amal. Leather	.....	.....	.....	2%
Do. Pfd.	.....	.....	.....	20
Amer. H. & L.	200	6	6	6
Do. Pfd.	1,200	24½	24½	24½
Amer. Stores	700	44%	44%	44%
Armour A	1,900	1%	1%	1%
Do. B.	2,900	1%	1%	1%
Do. Del. Pfd.	1,900	12½	12½	12½
Do. Del. Pfd.	100	47	47	47
Barnett Leather	100	1¼	1¼	1¼
Beechnut Pack.	.....	.....	.....	1%
Boehack, H. C.	.....	.....	.....	65
Do. Pfd.	25	100	100	100
Brennan Pack.	.....	.....	.....	19
Do. Pfd.	.....	.....	.....	50
Chick C. Oil	300	10%	10%	10%
Childs Co.	1,700	14½	14½	14½
Cudahy Pack.	600	40	40	40
First Nat. Strs.	1,800	58	58	58
Gen. Foods	6,700	49%	49%	48%
Gobel Del.	1,800	7%	7%	7%
Gr.A.&P.1stPfd.	130	119%	119%	120
Do. New	200	201	201	206
Hartman G. A.	.....	.....	.....	2%
Hygrade Food	2,100	30%	30%	30%
Kroger G. & B.	17,900	30%	30%	30%
Libby McNeil	750	10½	10½	10½
McMarr Stra.	8,000	11	10½	11
Mayer, Oscar	.....	.....	.....	5%
Mickelberry Co.	150	7½	7½	7½
M. & H. Pfd.	100	41	41	41
Morrell & Co.	400	1%	1%	1%
Nat. Pfd. Pd. A.	400	1	1	1
Do. B.	100	1	1	1
Nat. Leather	.....	.....	.....	1%
Nat. Tea	350	14%	14%	14%
Prie. & Gamble	1,300	63	63	63
Do. Pr. Pfd.	.....	.....	.....	110
Rath Pack.	50	10%	10%	10%
Safeway Strs.	13,800	62%	62%	62%
Do. 6% Pfd.	580	97	97	94
Do. 7% Pfd.	250	108½	107	108½
Stahl Meyer	.....	.....	.....	10%
Swift & Co.	3,150	26	25½	26
Do. Int'l.	1,450	33½	33½	34
Truks Pork	.....	.....	.....	14%
U. S. Cold Stor.	.....	.....	.....	23%
U. S. Leather	1,000	6%	5%	6%
Do. A.	.....	.....	.....	11%
Do. Pr. Pfd.	.....	.....	.....	1%
Wesson Oil	200	19	19	19
Do. Pfd.	100	55%	55%	55%
Do. 7% Pfd.	.....	.....	.....	100%
Wilson & Co.	200	5	5	5
Do. A.	200	5	5	5
Do. Pfd.	100	31½	31½	33

# A Page for the Packer Salesman

## Meet the Meat Man

By John G. Cutting\*

The screen door of O'Toole's Fancy Meat Market banged its announcement of the possibility of a cash customer, and the proprietor roused his massive hulk from a comfortable position of inactivity.

A dapper little son of Erin walked briskly to the fore, and laid his order book on the counter in front of Michael O'Toole. The latter simply stared.

"Glory be," said O'Toole, incredulously, "it's Dennis Cassidy himself. I thought you had gone back to the Old Country," added the dealer.

"No; I didn't go back to the Old Country," answered the salesman, shaking the proprietor's hand vigorously. "I've been down in the Land of the Cod and Culture—"

"They tell me there's a lot of Irish in Boston," began the proprietor of the market, all primed for a social gabfest.

### New Cure for Chain Stores.

"Lots of Irish, and lots of dealers who think their only salvation is a moratorium on chain stores—"

"Now, there's an idea," replied the dealer, his eyes lighting up.

"Yes," came back Cassidy quickly, "it's an idea about as hot as some you used to pull when I called here three years ago."

"Well, what's on your mind?" queried the dealer.

"Nothing but a brown derby," Cassidy shot back, as he opened his order book and started to write.

"Now, listen, you," cut in O'Toole, "I'm not having you start those fresh tricks of writing orders without consulting me. I know what to buy and how to run this store."

"What store?" asked the salesman. "Listen, O'Toole, when I left three years ago you had two clerks. Where are they now?"

"Oh, well," answered the proprietor, "it's a long story."

### Business Needs Boosting.

"I haven't time to listen," interrupted the salesman. "I've got twenty more calls besides this one—and I'm going to make twenty-one sales—"

"Don't waste my time, O'Toole, for

\*The former retail merchandising expert of the Institute of American Meat Packers returns from several years in Boston to become advertising manager for Wilson & Co. He is the creator of Cassidy, the snappy packinghouse salesman, and O'Toole, the good-natured retailer, and their return to the pages of THE NATIONAL PROVISIONER will be both interesting and helpful.—EDITOR.

I know what you need—just as I did three years ago. I've written you up for a nice order, and you'll get it on the morning truck. Your place looks as bare as Old Mother Hubbard's pantry—"

"I've never been in Mother Hubbard's place, let alone her pantry," answered the proprietor.

"Now, how about advertising material?" asked the salesman.

"You mean those store cards and such things?" countered O'Toole.

"Dealers who know never have referred to them as 'such things,' cut in the salesman, feelingly. "I suppose you appreciate that many of the products you sell are kept in your ice box, and the buyer never sees them until you're wrapping them up for her—"

"Is that anything to send a man to jail for?" cut in O'Toole.

"And you realize that the per capita consumption of meat products is falling like Niagara?" continued the salesman.

"Should I break down and cry?" asked O'Toole.

### Brighten Up the Store.

"Well," sighed the salesman, "I can see that I've got my work cut out for me with you.

"Do you know what it means?" added Cassidy. "Nothing more or less than I've got to begin all over again with you. When I left to go back to New England you had one of the best looking stores in the city. You had two clerks. You even agreed with me that business seemed brighter, with more sales and less net profit per sale, than



HE NEEDS WAKING UP!

with fat nets and fewer sales. As Andy might chirp: 'I'se regusted'."

"You can't talk to the proprietor of O'Toole's Fancy Meat Market that way," said the store-keeper.

"Don't make me laugh," snorted the salesman, "I've been insulted by better dealers than you, Michael. Now, here's the plan: I'm coming down here tonight after I've finished and the both of us are going to trim up this store like nobody's business.

"You're paying rent for a lot of space which isn't being used for anything that's visible to my naked eye. Your products are in the box, and you go on the assumption that the minds of your customers are definitely made up to buy exactly what they came in for. Old man Woolworth would have been in a pretty fix if that's the racket he followed. Let's get some advertising display material parked around here and give the place the appearance, at least, of a store—"

"When you're out of gas, then I'll be saying something myself," interrupted the dealer.

"You'll not be saying anything, Mike, for I'm on my way," answered the salesman. "I'll send your stuff in the morning—"

The screen door banged again, as Cassidy left for other calls. No customer had disturbed the meeting. Indeed, O'Toole, it appeared, had fallen upon hard times.

But let us not grieve with the proprietor of O'Toole's Fancy Meat Market. Let us rejoice, for in Cassidy, the packer salesman, we have a smart Harp who will work wonders with lethargic O'Toole.

Tune in on this feature in a couple weeks. We hope you'll like it.

Another Cassidy and O'Toole story will appear on this page in an early issue of THE NATIONAL PROVISIONER.

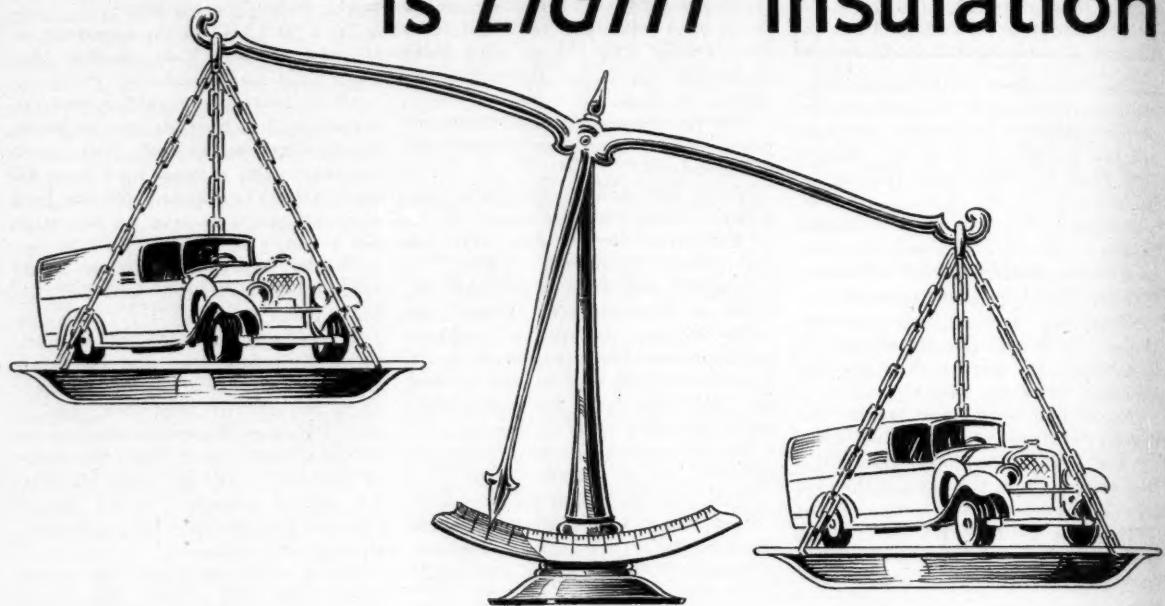
### ADVERTISING INCREASES SALES.

One way for the packer salesman to increase his tonnage is to aid his customers with their mailing lists and direct advertising. Most meat plants publish matter to be used by customers. It pays the salesman to see that retailers are supplied with this advertising and to encourage them to use it.

### TALKING PROFITS.

Retailers are interested primarily in profits. But profits are something the salesman frequently forgets to talk about. Showing the prospect what he may expect to make on an article is sometimes worth much more in inducing him to purchase than lengthy speeches on quality, service, etc.

# The *BEST* Insulation is *LIGHT* Insulation



Lightness doesn't make the best insulation, but when the best insulation is also light the combination is unbeatable.

Whatever dead weight must be carried is costly weight—is extra weight that is not only profitless but for every mile of haul builds up the cost of tires, gasoline, oil, depreciation.

Thinking builders of truck bodies, smart operators of fleets, are cutting down extra weight by every possible means. One of the most obvious is through the use of Dry-Zero Blanket insulation which weighs only *one-sixth* as much as other materials of equivalent insulating value.

Savings of a half ton of dead weight are common in trucks insulated with Dry-Zero. In large jobs the savings run much higher. This is important, too, from the angle that chassis are built for a certain load that *includes the entire dead weight of the body*.

From the truck capacity must be subtracted the body weight. Thus any saving in dead weight means increased truck capacity. And a light body decreases the risk of many common troubles due to overloading.

Savings are also made by trucks used in states where the load per axle is limited.

Dry-Zero has demonstrated its superiority from every angle through years of service in thousands of trucks, railroad refrigerator cars and in innumerable domestic refrigerators. Tests by the U. S. Bureau of Standards and by national institutes show Dry-Zero to have the highest thermal efficiency of any known commercial insulant. It is highly resistant to moisture, will not crack, settle or disintegrate and can never absorb or give off odors.

Write for an instructive, illustrated booklet "Taking off the weight that cuts down pay load." It is free, yet valuable. There is no obligation.

## DRY-ZERO CORPORATION

Merchandise Mart, Chicago, Illinois

Canadian Office—465 Parliament St., Toronto

# DRY-ZERO

THE MOST EFFICIENT COMMERCIAL INSULANT KNOWN

# Refrigeration and Frozen Foods

## Plant Cooling Notes

For the Meat Employee Who Is Interested in Refrigeration.

### NEW FREEZER ROOM COIL.

By Robert S. Wheaton.

A type of coil that would operate in the flooded condition without the use of an accumulator would be an advantage in freezer rooms.

Such a coil (shown in the accompanying illustration) is kept flooded to a predetermined point by means of a float valve located in the position shown.

The details of the peculiar construction of this coil are indicated in the sketches A and B. The coil is made of 2-in. pipe in the regular 3-wall manner. Where normally return bends would be bolted to the ends of the pipe, in this case patented risers and descenders of welded construction are bolted onto the terminal flanges.

The vertical pipes in this equipment are made of 1½-in. pipe. On one end of the coil, as shown at A, these 1½-in. vertical pipes extend from the bottom of one 2-in. pipe to the bottom of the next lower 2-in. pipe. This traps the liquid ammonia and the ammonia gas so that to find an outlet it has to travel to the other end of the coil, where the 1½-in. vertical pipes extend from the top of one 2-in. pipe to the bottom of the next higher 2-in. pipe.

#### Liquid Slugs Prevented.

When this type of coil is in operation the evaporating gas, ascending through the series of risers at B, carries some liquid ammonia with it, but as the risers are staggered the liquid falls out of the gas stream and is deposited in the 2-in. pipe. It then flows around the pipe to the other end and descends to the pipe level it just left.

This action occurs in every pair of pipes, and can be thought of as similar to that of a coffee percolator. Liquid slugs do not come over from this type of coil, because the suction outlet, being placed at right angles to the top pipe, acts as a final separator of the liquid from the gas. And, of course, the liquid falls down the vertical pipes at A.

The liquid feed is introduced near the top of the coil and does not have any direct connection with the float chamber of the float valve. The level in the float chamber is obtained by means of a pipe connection, C. A bend is placed in the bottom of this pipe to prevent what is known as short circuiting. The column of liquid in connec-

tion C is longer than the column of liquid in the coil, and consequently exerts a slight pressure. This is sufficient to make the evaporating ammonia gas travel over to the other end of the coil. Thus the entire coil is made to function.

#### Trend Toward Flooded Coil.

An equalizing connection is, of course, placed between the top of the float chamber and the top pipe of the coil. When float valves are under consideration it is well to bear in mind that a certain amount of liquid ammonia is immediately converted into what is known as flash gas when it passes the valve opening. This does no work except to reduce the temperature of the entering ammonia to the temperature of the ammonia inside of the coils.

This flash gas must be kept out of the float chamber or there will be so much disturbance there as to interfere with the proper functioning of the float. The evaporation of the liquid in the float chamber is not rapid enough to cause trouble.

The swing toward flooded coils in freezer rooms is occasioned by two things—

1.—A fairly clean coil will transmit 20 to 25 per cent more heat when operated flooded, as compared to direct expansion.

2.—When a flooded coil is placed in operation the entire coil starts to work at once, instead of the refrigeration having to keep on through the coil, as

is the case when direct expansion is used.

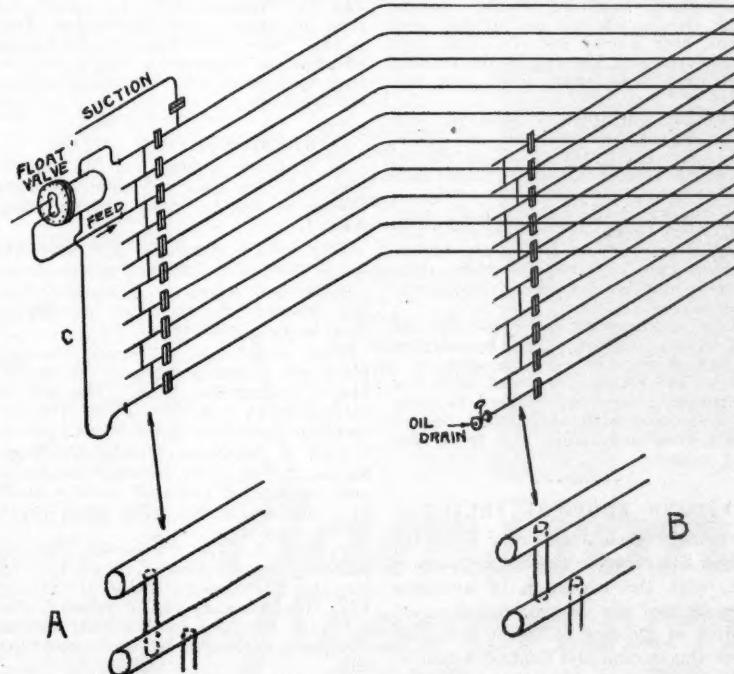
In freezer work, where packaged goods are stored, it will be found that the frost formations are very light and feathery, and only slight effort is required from time to time to dust off the coils and keep them at high efficiency.

If coil cleaning is neglected for some time, however, the frost will pack and hand scraping then will be required. Hot gas connections are not necessary or even desirable for this particular class of work, owing to the slow formation of frost caused by lack of moisture given off by the packaged frozen foods.

#### FROSTED FOOD LIST GROWS.

Meats, fish, vegetables and fruits are now included in the frosted foods prepared by the Birdseye Packing Co., of Boston, and distributed to the institutional and retail trade in various sections of New England.

Two grades of frosted meats are packaged. One is known as "blue" package meats and the other as "orange" package meats. Included in the first are sirloin, porterhouse, top round, hamburg and rump steaks; sirloin, rump and rib roasts; pot roast and stewing beef. Lamb cuts include chops, legs, fore and stewing lamb. Veal chops, cutlets, stewing veal and calves liver are also included in this brand as is pork sausage, pork chops, pork loin roast and sausage meat. The



COIL OPERATES FLOODED WITHOUT AN ACCUMULATOR.

Instead of return bends, patented welded risers and descenders are bolted to the terminal flanges. The construction of these is shown. The coils are kept flooded to a predetermined point by means of a float valve. No liquid slugs come over from this type of coil, it is said.

**CORINCO**

CORKBOARD  
CORK PIPE COVERING  
ACOUSTICAL CORKBOARD  
MACHINERY ISOLATION

WE MANUFACTURE      WE PLAN      WE INSTALL

REASONABLE PRICES  
PROMPT SERVICE  
COURTEOUS TREATMENT

**CORK INSULATION Co., Inc.**

Gen. Offices - 154 NASSAU ST., NEW YORK  
Branches in Principal Cities

fancy poultry comprises fryers, broilers, ducklings and fricasse of fowl.

Orange package meats include sirloin steak, hamburg steak, stewing beef; sirloin, rib and pot roasts; lamb chops, both kidney and rib, lamb legs, lamb fore and stewing lamb; stewing veal; and pork chops and pork loin roast.

Frosted fish items consist of haddock, halibut, mackerel and cod fillets; fillet of sole, cod and swordfish steaks; salmon; lobster meat; clams and oysters.

In the vegetable list are peas, spinach, lima beans and mushrooms and popular among the fruits are strawberries, two kinds of cherries, raspberries, blackberries, prune plums and loganberries.

New additions to the vegetable list will include rhubarb, string beans, corn on and off the cob and asparagus.

Thus the retailer provided with low temperature cases is prepared to serve his customers with an unusual line of meats, fish, vegetables and fruits the year round.

#### FROZEN TROPICAL FRUITS.

Frozen tropical fruits may enter the United States under permit and inspection, with the exception of avocados from Mexico and Central America, according to a recent ruling of the U. S. Plant Quarantine and Control Administration. These fruits may come from any foreign country or from Porto Rico and Hawaii.

The fruit is held at a temperature of 20 degs. F. after freezing, and it must

be at or below this temperature in all parts of the package when inspected before unloading at ports of entry. The low temperatures to which the fruit is exposed by the frozen pack method have been found to be highly effective in destroying the young of fruit flies which may infest the pulp of the fruit.

#### REFRIGERATION NOTES.

C. W. Irvin, president of the Cannington, Ind., Ice Co., will take complete charge of the company shortly after Aug. 1.

City Ice Co., Raceland, Ky., is erecting a modern ice making plant.

Mathieson Alkali Co., Saltville, Va., has started operation of a carbon-dioxide ice plant.

Fire completely destroyed the ice plant and machinery owned by H. W. Mann, Collierville, Tenn. The loss is estimated at \$18,000. Plans for rebuilding immediately are being formed.

Paul O. Newman & Son, Winston-Salem, N. C., have recently erected a new ice making and cold storage plant at a cost of \$40,000. The plant has a 23-ton capacity.

Peoples Ice Co., Pensacola, Fla., is planning the erection of an electrically operated ice making plant at Milton, Fla. The company has acquired a site formerly occupied by the Gulf Power Co. plant destroyed by fire some time ago.

Complete ice making machinery and cold storage facilities are being planned for at a cost of \$10,000 at Selah, Wash., by the Yakima Fruit Growers' Association.

## Mathieson Ammonia Anhydrous and Aqua

SODA ASH      CHLORINE PRODUCTS  
CAUSTIC SODA      BICARBONATE OF SODA  
LIQUID CHLORINE      H T H (HYPOCHLORITE)  
BLEACHING POWDER      PURITE (FUSED SODA ASH)

The high Mathieson standards of manufacture and the complete facilities for prompt, efficient service guarantee to every Ammonia purchaser utmost value and satisfaction.

**The MATHIESON ALKALI WORKS (Inc.)**

250 PARK AVENUE, NEW YORK CITY  
PHILADELPHIA      CHICAGO      PROVIDENCE  
CHARLOTTE      CINCINNATI  
Works: NIAGARA FALLS, N. Y.      SALTVILLE, VA.



## Cold Storage Installation

All Kinds of Refrigerator Construction

**JOHN R. LIVEZEY**

Glenwood Avenue, West 22nd St., Philadelphia, Pa.  
526-530 St. Paul St., Baltimore, Md.  
902 Woodward Bldg., Washington, D. C.

## H. PETER HENSCHIEN

Architect

PACKING PLANTS AND COLD STORAGE CONSTRUCTION  
59 East Van Buren St., Chicago, Ill.

#### CZECH HOG IMPORTS DECLINE.

Higher tariff, an increased domestic production and a decline in consumption have had a great influence on imports of hogs into Czechoslovakia. In 1929 there were 797,000 swine imported with a value of \$21,000,000, while in 1930 there were imported 536,000 head valued at \$14,970,000. Imports during January and February, 1929, amounted to 71,000 head; in the same months of 1930, 87,000 head, and during the first two months of the current year to only 17,000 head.

Hungarian exports have been almost completely shut out since the cancellation of the Czechoslovak-Hungarian commercial treaty. Polish exports also show a substantial decline. Imports of swine from Poland dropped from 52,000 head during the first two months of 1930 to 6,200 head during the same period of 1931. To avoid the high duty, importers now bring in meat instead of live animals. Imports of pork from Poland in December, 1930, amounted to 42 metric tons valued at \$9,000; in January, 1931, imports increased to 350 metric tons valued at \$71,000 and in February, 1931, to 790 tons with a value of \$135,000.

This has had an unfavorable influence on employment in domestic slaughterhouses.

#### DANISH BACON EXPORTS.

Exports of Danish bacon for the week ended Aug. 1, 1931, amounted to 7,124 metric tons, compared with 6,972 metric tons last week, and 5,605 metric tons during the corresponding week of last year.

The  
To  
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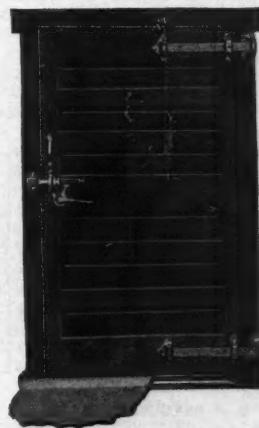
The real test of a door's value is service life . . .  
**That's why so many companies  
re-order Jamison & Stevenson Doors**



These hundreds of plant owners—throughout all refrigerating industries—don't guess or gamble on their cold storage doors. Not when they have in their own plants the incontrovertible proof of performance. When they continue to order and re-order Jamison and Stevenson products for wall openings in expanded old plants and new operations, it is direct evidence that they have found in these products all they desire.

Why ignore the experience of these hundreds of plant-owners for the old "cheap price" argument? A dollar saved on a door won't pay for the plant disruption if that door fails. It's not the price difference at this end—it's the extra years of efficient life at the other end that these owners consider.

The reasons for these "extra years of efficient life"? Plant-owners are full of them. Our catalog is full of them. Ask the one—write for the other.



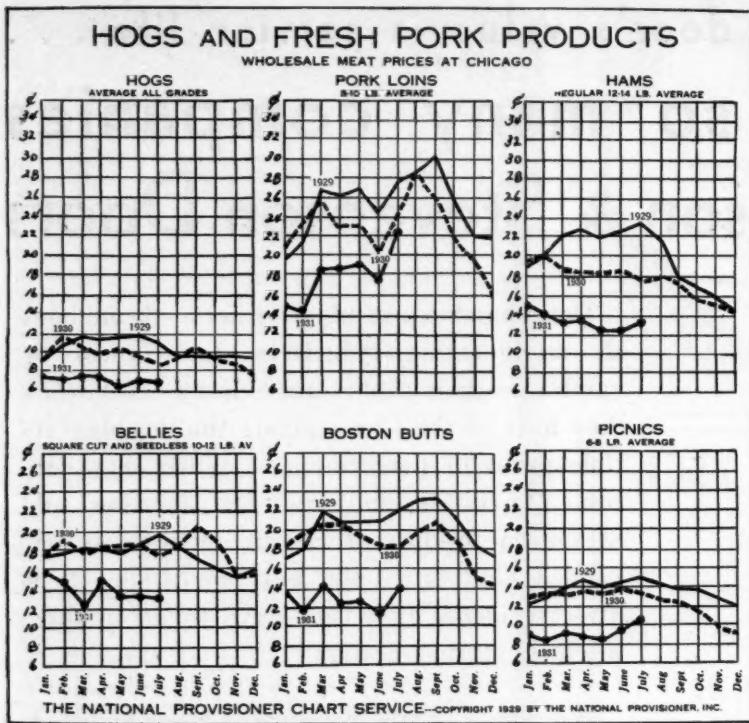
**JAMISON COLD STORAGE DOOR CO.**  
 CONSOLIDATING JAMISON COLD STORAGE DOOR CO., INC.  
 AND STEVENSON COLD STORAGE DOOR CO.

**HAGERSTOWN, MARYLAND, U. S. A.**  
 Oldest and largest makers of Cold Storage Doors in the World  
 Branches: 300 Madison Ave., NEW YORK.... Builders Bldg., CHICAGO  
 116 West 24th St., CHESTER, PA.... Railway Exchange Bldg., ST. LOUIS  
 4019 Gaston Ave., DALLAS..... SAN FRANCISCO  
 Agents: Gay Engineering Co., 2650 Santa Fe Ave., LOS ANGELES  
 ..... D. E. Fryer & Company, SEATTLE and SPOKANE.....  
 ..... Southern Ice Supply Co., MARIETTA, GA.....  
 Foreign Agents: Armstrong Cork Co., Ltd., LONDON.....  
 The von Hamm-Young Co., Ltd., HONOLULU... Okura & Co., JAPAN

**Jamison & Stevenson**  
**Cold Storage**  
**Doors**



August 8, 1931.



These charts in THE NATIONAL PROVISIONER DAILY MARKET SERVICE series show the trend of prices of fresh and cured pork products and live hogs at Chicago during the first seven months of 1931 compared with those of 1930 and 1929.

Throughout this period the price trend on all products is well below that of one and two years ago. In fresh meats, the widest spread is to be found in hams, Boston butts and picnics, while pickled hams and dry salt meats in the cured list moved at prices sharply under those of a year ago. While lard prices are lower, the spread is not so

wide because low price levels have prevailed on this commodity for several years.

Little improvement except in the light averages of fresh meat cuts is shown during the month just ended. A scarcity of well-finished light hogs resulted in short supplies of light loins, hams, picnics and Boston butts with a resultant rise in price.

#### Fresh Pork Products.

**Pork Loins.**—Light weight pork loins showed considerable price increase due

to scarcity. Sales of medium and heavy averages of loins were crowded, resulting in a wide spread in price. The general trade on this product was slow and featureless. Some frozen loin sales were made in a moderate way.

**Hams.**—A slight increase in the average price of light averages of green hams was recorded during the month. This can be attributed to scarcity in supplies and the demand for the green product to fill orders for smoked hams which resulted in a limited supply moving into trade channels green. Heavier averages showed a declining tendency, while export business was very light.

**Bellies.**—This product enjoyed a steady market with a little price fluctuation. There was a fair volume of business in carlots, with no unusual features, but just enough demand to maintain steady prices.

**Boston Butts.**—Boston butts were very active during the month. There was a good jobbing demand and steady movement at firm prices. This product reacted more in sympathy with the loin market during the past month than has been evident in a long time.

**Picnics.**—Light green picnics were scarce, and there was good demand from several directions for the 4/6 average. The 6/8 average was in fair demand with enough buying to maintain a steady market. The 8/10 average and heavier showed weakness and sold at wide price differentials.

#### Cured Pork Products.

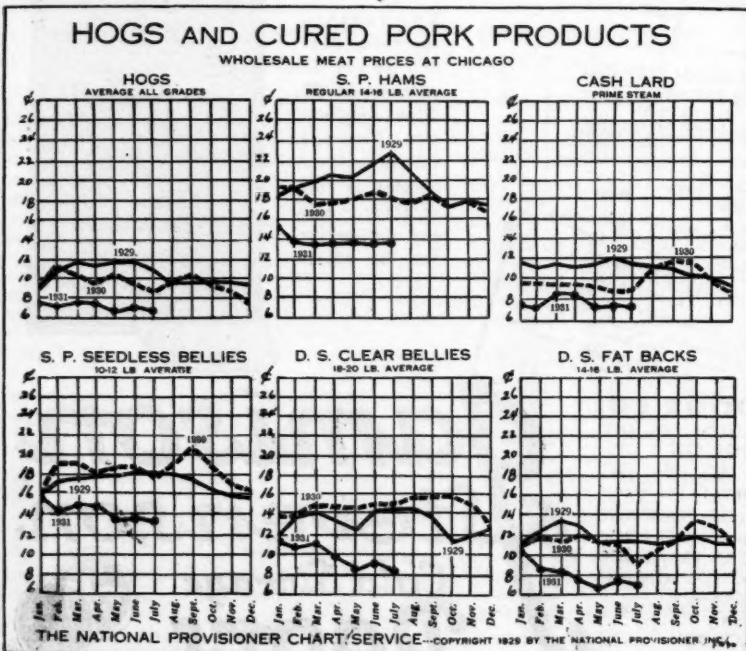
**S. P. Hams.**—There has been a good distributive trade on the lighter averages of pickled hams through smokehouse channels, but the export outlet was dull. The boiling ham trade was rather disappointing. There was a moderate advance in price, but offerings of pickled stocks in carlots seemed to be fairly liberal. Heavy processing by packers and the sale of the finished product at rather low prices checked the demand for boiling hams as ham boilers found it difficult to compete on a price basis.

**Lard.**—The lard market was rather weak during the month, and stocks accumulated in the face of light hog runs and the receipt of large numbers of hogs which produced a limited amount of lard stock. The international situation, particularly Germany's financial problem, has been reflected in the lard market. With stabilization and an improved money market there appears to be indications of a better feeling toward this commodity.

**S. P. Bellies.**—There has been little carlot trading on pickled bellies, the outlet being primarily through smokehouse channels. Dry cure bellies have been rather featureless, production in most directions apparently being sufficient to meet the demand. An occasional car moved during the month but general business was slow.

**D. S. Bellies.**—Trade in D. S. bellies has been disappointingly slow. The outlet in the South has been dull, due to the weak cotton situation and the speculative market is showing the influence of weakness in surrounding markets. Such movement to the southern trade as there is has been largely through branch house channels.

**Fat Backs.**—There has been a fair domestic trade on this product at low



# Provision and Lard Markets

## WEEKLY REVIEW

**Market Weak—Trade Active—Hogs Firm—Movement Light—Export Interest Slow—Sentiment Bearish.**

The market for hog products was active and weaker the past week. Lard broke sharply, selling off about  $\frac{1}{4}$ c lb. into new low ground for the season. The losses from the season's best levels amount to almost  $2\frac{1}{2}$ c lb. The market was subjected to liquidation and selling credited to packers' interests which uncovered rather poor support. At times, there was speculative absorption due to the relative firmness of hogs and the light hog run, but the weight of offerings was too much for the market to absorb, and with the weakness in outside markets lard gradually sagged.

Small technical rallies were noted from the break, but the undertone was distinctly heavy. Considerable attention was given to the reports that the packing industry is assured of a continued supply of low priced hogs during the next marketing year beginning October 1, and that the present indications are that the slaughter from pigs raised this year will be greater than the average for the four preceding years.

Domestic demand was only moderate, and export interest was again rather slow. A depressing influence was the accumulation in Chicago of more than 11,000,000 lbs. during July in spite of the comparatively light hog run. The total stock at the end of July was placed at 64,065,000 lbs., against 50,819,000 lbs. at the end of June and 62,093,000 lbs. at the end of July last year. The export market, it is pointed out, is decidedly uncertain as to the demand in view of the growing ability of Danish and other Northern European hog producers to supply an increasingly large part of the Continental demand.

### Export Demand Slow.

Exports of lard for the week ended July 25 were 6,852,000 lbs., against 10,083,000 lbs. for the corresponding period a year ago. Exports since the first of January totaled 343,815,000 lbs., against 418,114,000 lbs. for the same time a year ago. Bacon exports were 710,000 lbs. for the week against 1,969,000 lbs.

prices. A good many green backs have gone to the lard tank as other outlets not infrequently have been below tank values. Supply of this product has been moderate, but demand was lacking.

### Hogs.

Hog slaughter for the first seven months of the year is well under that of one and two years ago, and the prospect for the coming four to six weeks at least is for further decreases. In spite of shortage in supplies hog prices continue to prevail well under those of one and two years ago. Lower product prices, slow demand and sharp competition from large supplies of beef, veal and lamb are limiting factors which in the aggregate have wielded a strong depressing influence on the live hog market.

same time last year; hams and shoulders, 1,436,000 lbs. and 2,235,000 lbs. respectively; pickled pork, 151,000 lbs., against 169,000 lbs. the same week last year.

Average price of hogs was 6.40c, against 6.25c a week ago, 8.80c last year, and 10.90c two years ago. The average weight of hogs received at Chicago last week was 257 lbs., against 257 lbs. the previous week, 258 lbs. a year ago and 258 lbs. two years ago.

Hog slaughtering at Chicago from March 1 to August 1 were 2,364,000 head, against 2,644,000 head last year, a decline of 10 per cent.

Professional sentiment in lard continues rather bearish. This is based on expectation of lower hog markets in the Fall due to the predicted large movement, indications for a continued slow export demand and only a fair domestic cash trade.

Reports indicate that hog cholera is unimportant at the present time. While there are outbreaks in some parts of the country, there is less than the usual apprehension that hog cholera will be permitted to reach the devastating stages. September and October are the months of largest losses from this disease, but, of course, foundations for the epidemic are laid in July and Au-

gust. A survey of conditions do not cause any general alarm. The average health of the pig crop was never better, according to reports, and the crop is making steady progress toward maturity.

**PORK**—Demand was reported rather quiet, but the market was about steady. Mess was quoted at \$21.75; family, \$25.50; fat backs, \$17.50@18.50.

**LARD**—Reports indicate a rather moderate demand in the domestic market, while foreign interest continued to rule slow. At New York, prime western lard was quoted at 7.90@8.00c; middle western, 7.70@7.80c; New York City tierces, 7½c; tubs, 7¾@8c; refined continent, 8¾c; South America, 8¾c; Brazil kegs, 9¾c; compound, 9¾c. At Chicago, regular lard in round lots was quoted at 5c under September; loose lard, 7½c under; leaf lard, 10½c under.

*See page 41 for later markets.*

**BEEF**—The market was rather quiet and more or less of a nominal affair. At New York, mess was nominal; packet nominal; family, \$12.00@13.50; extra India mess nominal; No. 1 canned corned beef, \$2.25; No. 2, \$4.75; 6 lbs. South America, \$16.00; pickled tongues, \$6.00@65.00 per barrel.

## Light Hogs Show Best Cut-Out Values

Continued small hog runs and the inclusion of a relatively limited number of good hogs resulted in prices well above the seven dollar mark for the better grades. Receipts at Chicago during the first four days of the week at 73,000 were about the same as last week. For the eleven markets receipts totaled 269,000, compared with 266,000 a week ago, 311,000 a year ago and 359,000 two years ago.

Owing to the scarcity of well finished light hogs that will yield light hams, loins and bellies prices for these hogs are higher and their cut-out value is good. As weights go above 220 lbs. the cut-out value is less satisfactory as returns on product assigned to dry salt and to lard are very low.

About forty per cent of the hogs

marketed at Chicago were packing sows and a considerable number of pigs and underweight hogs were in evidence. Dry weather in a few sections is forcing premature marketing of hogs as well as of other kinds of livestock.

The following test, worked out on the basis of summer yield of well finished butcher hogs shows a considerable cutting loss on hogs weighing over 240 lbs. The test is figured on the basis of live hog costs and green product prices at Chicago as shown in THE NATIONAL PROVISIONER DAILY MARKET SERVICE. A credit of 20c per hundredweight is shown for edible and inedible offal and overhead and other costs ranging from 55c per hundredweight on the lightest to 49c per hundredweight on the heaviest hogs are charged against the cut out value.

Local costs and credits should be substituted in working out the test.

	160 to 180 lbs.	180 to 220 lbs.	220 to 250 lbs.	275 to 300 lbs.
Regular hams				
Picnics	\$1.90	\$1.80	\$1.74	\$1.60
Boston butts	.58	.54	.51	.52
Port loins	.57	.57	.56	.50
Bellies, light	2.37	2.12	1.57	1.13
Bellies, heavy	1.25	1.14	.73	.23
Fat backs				
Plates and jowls		.08	.20	.27
Rib leaf		.10	.14	.17
P. S. lard, rend. wt.	.12	.13	.13	.13
Rough feet	.86	.92	.81	.75
Tails	.08	.10	.11	.11
Neck bones	.10	.12	.13	.13
Total cutting value (per 100 lbs. live wt.)	\$7.97	\$7.69	\$6.96	\$6.02
Total cutting yield	64.70%	67.45%	69.50%	70.50%
Crediting edible and inedible offal to the above total cutting values and deducting from these sums the cost of live hogs plus all expenses, the following results are shown:				
Loss per cwt.	\$ .05	\$ .35	\$ .00	\$ .80
Loss per hog	.08	.70	1.62	2.56

August 8, 1931.

## Meat and Lard Stocks

Meat stocks on hand at seven principal markets on August 1, 1931, show a decline of 26,500,000 lbs., compared with those of a month earlier. Lard stocks, on the other hand, show an increase of 13,300,000 lbs.

The entire decline in stocks of meats is shown in the pickled product. Regular ham stocks are down 12,000,000 lbs., skinned hams 7,000,000 lbs., bellies 5,900,000 lbs. and picnics 2,500,000 lbs. from those on July 1.

Compared with a year ago, stocks of regular hams and picnics are considerably lower, while skinned ham and pickled belly stocks are higher.

Hog supplies showed a seasonal decline during July and were the smallest for the month at the eleven principal markets in twenty-one years. At Chicago only three July totals have been smaller since 1895.

Stocks at Chicago, Kansas City, Omaha, St. Louis, East St. Louis, St. Joseph and Milwaukee, on July 31, 1931,

with comparisons, as especially compiled by THE NATIONAL PROVISIONER, are reported as follows:

	July 31, 1931.	June 30, 1931.	July 31, 1930.
Total S. P. meats	175,186,375	202,520,417	165,780,175
Total D. S. meats	77,947,537	75,841,922	48,180,547
Total all meats	273,134,510	302,602,015	232,233,970
D. S. hams	73,285,390	62,107,076	59,557,306
Other hams	20,391,399	18,248,059	25,098,416
Total lard	93,659,739	80,355,135	84,626,722
S. P. regular hams	39,865,939	51,987,034	47,880,912
S. P. skinned hams	64,640,961	71,527,278	48,092,840
S. P. bellies	52,048,291	57,892,167	40,907,946
S. P. picnics	18,183,571	20,722,510	27,738,774
D. S. bellies	62,556,482	59,307,206	32,386,373
D. S. fat backs	14,644,153	15,758,442	12,588,332
Other kinds of lard, lbs.	14,106,021	10,794,106	13,335,218
D. S. cl. bellies, m a d e since Oct. 1, '30	23,833,550	24,960,097	10,680,525
D. S. rib bellies, m a d e since Oct. 1, '30	4,184,351	4,191,040	3,089,928
Extra sh. cl. sides, m a d e since Oct. 1, '30, lbs.	113,170	47,040	116,402
Short cl. sides, lbs.	.....	.....	43,228
Dry salted sh. hams, lbs.	4,638,013	4,854,883	6,227,414
Dry salted shoul. ders, lbs.	.....	.....	742
S. P. hams, lbs.	19,627,160	26,776,006	21,130,681
S. P. skinned hams, lbs.	29,126,486	31,573,549	22,706,946
S. P. bellies, lbs.	21,827,792	23,218,817	14,262,873
S. P. California picnics, S. P. Boston shoulders, lbs.	9,568,966	11,388,633	13,575,825
S. P. shoulders, lbs.	135,240	133,300	124,288
Other cuts of meats, lbs.	9,819,908	9,858,461	8,620,348
Total cut meats, lbs.	122,855,557	136,997,426	100,687,708

## CHICAGO PROVISION STOCKS.

Provision stocks in Chicago at close of business on July 31, 1931, with comparisons, reported by Chicago Board of Trade:

	July 31, 1931.	June 30, 1931.	July 31, 1930.
Mesa pork, new, m a d e since Oct. 1, '30, brs.	574	388	400
other kinds of barrelled pork, brs.	17,673	22,346	24,037
P. S. lard, m a d e since Oct. 1, '30, lbs.	49,059,675	40,025,735	47,020,005
P. S. lard, m a d e Oct. 1, '29 to Oct. 1, '30	.....	.....	788,013

## WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on August 6, 1931:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
<b>FRESH BEEF:</b>				
<b>YEARLINGS: (1) (300-550 lbs.):</b>	\$14.00@16.00	.....	\$15.00@16.00	.....
Choice	13.00@14.50	.....	14.00@15.00	.....
Good	12.00@13.50	.....	.....	.....
<b>STEERS (550-700 lbs.):</b>				
Choice	13.50@15.00	.....	14.50@15.50	15.00@15.50
Good	12.50@13.50	.....	13.50@14.50	14.00@15.00
<b>STEERS (700 lbs. up):</b>				
Choice	12.00@13.00	13.00@14.00	13.50@14.50	14.00@14.50
Good	11.50@12.50	12.00@13.00	13.00@14.00	13.50@14.00
<b>STEERS (500 lbs. up):</b>				
Medium	10.50@11.50	11.00@12.00	10.00@13.00	11.00@13.00
Common	9.50@10.50	10.00@11.00	8.00@11.00	9.00@11.00
<b>COWS:</b>				
Good	9.00@10.00	9.50@10.00	9.00@11.00	10.00@11.50
Medium	8.00@9.00	8.50@9.50	9.00@10.00	9.00@10.00
Common	7.00@8.00	8.00@8.50	7.00@8.00	7.00@9.00
<b>Fresh Veal and Calf Carcasses:</b>				
<b>VEAL (2):</b>				
Choice	15.00@17.00	15.00@16.00	17.00@20.00	15.00@16.00
Good	14.00@16.00	13.00@15.00	15.00@17.00	14.00@15.00
Medium	13.00@15.00	11.00@13.00	12.00@15.00	12.00@13.00
Common	11.00@13.00	10.00@11.00	10.00@12.00	11.00@12.00
<b>CALF (2) (3):</b>				
Choice	.....	13.00@15.00	12.00@13.00	12.00@13.00
Good	12.00@13.00	12.00@14.00	11.00@12.00	12.00@13.00
Medium	10.00@12.00	10.00@12.00	10.00@11.00	10.00@11.00
Common	9.00@10.00	8.00@10.00	9.00@10.00	9.00@10.00
<b>Fresh Lamb and Mutton:</b>				
<b>LAMB (38 lbs. down):</b>				
Choice	10.00@21.00	17.00@19.00	18.00@20.00	19.00@20.00
Good	10.00@19.00	16.00@18.00	15.00@18.00	18.00@19.00
Medium	13.00@16.00	13.00@16.00	11.00@15.00	15.00@17.00
Common	10.00@13.00	10.00@13.00	8.00@11.00	11.00@14.00
<b>LAMB (39-45 lbs.):</b>				
Choice	10.00@21.00	17.00@19.00	18.00@20.00	18.00@20.00
Good	16.00@19.00	16.00@18.00	15.00@18.00	18.00@19.00
Medium	13.00@16.00	13.00@16.00	11.00@15.00	15.00@17.00
Common	10.00@13.00	10.00@13.00	8.00@11.00	11.00@14.00
<b>LAMB (46-55 lbs.):</b>				
Choice	18.00@19.00	16.00@18.00	18.00@19.00	18.00@19.00
Good	16.00@18.00	15.00@17.00	15.00@18.00	18.00@19.00
Medium	16.00@18.00	16.00@18.00	15.00@18.00	17.00@19.00
Common	10.00@13.00	10.00@13.00	8.00@11.00	11.00@14.00
<b>MUTTON (Ewe) 70 lbs. down:</b>				
Good	9.00@10.00	10.00@11.00	7.00@9.00	9.00@10.00
Medium	7.00@9.00	8.00@10.00	6.00@8.00	8.00@9.00
Common	5.00@8.00	7.00@8.00	4.00@6.00	6.00@8.00
<b>Fresh Pork Cuts:</b>				
<b>LOINS:</b>				
8-10 lbs. av.	23.00@25.00	22.50@24.00	23.00@25.00	21.00@24.00
10-12 lbs. av.	21.00@24.00	21.50@23.00	22.00@24.00	20.00@23.00
12-15 lbs. av.	16.00@19.00	16.00@17.50	15.00@18.00	15.00@18.00
16-22 lbs. av.	10.00@13.00	12.00@14.00	11.00@14.00	12.00@13.00
<b>SHOULDERS, N. Y. Style, Skinned:</b>				
8-12 lbs. av.	11.00@12.00	.....	12.00@13.00	12.00@13.00
<b>PICNICS:</b>				
6-8 lbs. av.	.....	12.00@13.00	.....	.....
<b>BUTTS, Boston Style:</b>				
4-8 lbs. av.	14.00@16.00	.....	14.00@16.00	14.00@15.00
<b>SPARE RIBS:</b>				
Half Sheets	7.00@8.00	.....	.....	.....
<b>TRIMMINGS:</b>				
Regular	5.50@6.00	.....	.....	.....
Lean	10.00@11.50	.....	.....	.....

(1) Includes heifer yearlings 450 pounds down at Chicago. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.

Other kinds of lard, lbs. .... 14,106,021 10,794,106 13,335,218

D. S. cl. bellies, m a d e since Oct. 1, '30 23,833,550 24,960,097 10,680,525 |

D. S. rib bellies, m a d e since Oct. 1, '30 4,184,351 4,191,040 3,089,928 |

Extra sh. cl. sides, m a d e since Oct. 1, '30, lbs. .... 113,170 47,040 116,402

Short cl. sides, lbs. .... 43,228

Dry salted sh. hams, lbs. .... 4,638,013 4,854,883 6,227,414

Dry salted shoul. ders, lbs. .... 135,240 133,300 124,288

S. P. hams, lbs. .... 19,627,160 26,776,006 21,130,681

S. P. bellies, lbs. .... 21,827,792 23,218,817 14,262,873

S. P. California picnics, S. P. Boston shoulders, lbs. .... 9,568,966 11,388,633 13,575,825

S. P. shoulders, lbs. .... 135,240 133,300 124,288

Other cuts of meats, lbs. .... 9,819,908 9,858,461 8,620,348

Total cut meats, lbs. .... 122,855,557 136,997,426 100,687,708

## PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ended Aug. 1, 1931:

### HAMS AND SHOULDERs, INCLUDING WILTSIRES.

	Week ended Jan. 1, '31	Aug. 1, '31	Aug. 2, '31	July 25, '31
	1931.	1930.	1930.	1930.
Total	1,422	2,082	1,436	5,791
To Belgium	.....	13	611	.....
United Kingdom	1,344	1,933	1,267	45,764
Other Europe	6	6	33	.....
Cuba	62	1	125	3,151
Other countries	16	129	44	5,233

### BACON, INCLUDING CUMBERLANDS.

	Total	1,346	1,142	710	27,587
To Germany	633	902	92	639	.....
United Kingdom	1,187	843	284	15,616	.....
Other Europe	48	145	2,401	.....	.....
Cuba	47	3	105	6,376	.....
Other countries	64	68	273	2,515	.....

### BACON, INCLUDING CUMBERLANDS.

	Total	7,530	7,485	6,852	351,345
To Germany	633	902	92	639	.....
Netherlands	74	456	212	16,776	.....
United Kingdom	5,563	3,640	5,227	167,889	.....
Other Europe	367	449	32	14,388	.....
Cuba	589	758	489	28,390	.....
Other countries	304	1,190	200	55,243	.....

### LARD.

	Total	277	54	151	9,028
To United Kingdom	32	5	22	1,221	.....
Other Europe	2	2	2	191	.....
Canada	63	2	2	1,953	.....
Other countries	182	45	129	5,061	.....

### TOTAL EXPORTS BY PORTS.

Week ended August 1, 1931.

	Hams and shoulders, Bacon, Lard, pork, M lbs.	M lbs.
Total	1,422	1,346

Exported to:

United Kingdom (total) ..... 1,344 1,187

Liverpool ..... 636 1,174

London ..... 413 2

Glasgow ..... 3 2

Other United Kingdom ..... 133 33

Exported to:

Germany (total) ..... 633 633

Hamburg ..... 633 633

Other Germany ..... 633 633

### LARD AND GREASE EXPORTS.

Exports of lard from New York City, Aug. 1 to Aug. 5, 1931, totaled 877,850 lbs.; tallow, none; greases, none; stearine, none

# Tallow and Grease Markets

## WEEKLY REVIEW

**TALLOW**—The situation in tallow continued rather easy the past week. Although no changes were indicated and the market at New York was quoted at 3½c f.o.b., the undertone was rather heavy. There has been a small steady business passing at the quoted level, with smaller renderers doing most of the selling, while the larger consumers have been taking the supplies. It is indicated that stocks in the hands of larger producers are gradually increasing. While there is not much pressure from that direction, bids a shade under the quoted price for good sized quantities might result in business.

Weakness in outside markets, sluggishness in securities and new low prices for the season registered in major commodities generally has had a sentimental influence. Outside tallow has been rather quiet, but steady. It is understood that consumers supplies are sufficient to carry them along for this month at least. In some instances they have part of their September requirements, nevertheless it seems that both larger producers and consumers are satisfied with the present prices.

At New York, special tallow was quoted at 3½c; extra, 3¾c; edible, 4½c @4½c nominal. All prices are f.o.b.

At Chicago, demand was reported as rather slow, with small business passing. Buyers are not interested in quantities at the present time. At Chicago, edible was quoted at 4¼c; fancy, 4c; prime packer, 3¾c; No. 1, 3¾c; No. 2, 2½c.

There was no tallow auction at London this week. At London, Argentine beef tallow, August-September shipment, was quoted at 19s 9d, a decline of 3d for the week. Australian good mixed, August-September shipment at London was quoted at 20s net.

**STEARINE**—A moderate trade has been passing in the domestic market, and the tone was quite steady. New York is quoted at 8¾c. At Chicago, the market was easier and quoted at 7¾c. It is understood that some plants have slowed down.

**OLEO OIL**—There was no change in this market. Demand was reported rather moderate, and the undertone quite steady. At New York, extra was quoted at 6½@6½c; medium, 5%@6c; lower grades, at 5½c. At Chicago, a moderate demand was reported, with extra quoted at 6c.

See page 41 for later markets.

**LARD OIL**—An easier undertone was reported in this market. Demand was rather slow, and an enlargement in offerings was reported. At New York, edible was quoted at 12½ lb. in barrels; extra winter, 9c; extra, 8½c; extra No. 1, 8c; No. 1, 7¾c; No. 2, 7½c.

**NEATSFOOT OIL**—The market was rather quiet and slightly easier in tone, with the demand generally reported as slow. At New York, pure oil was quoted at 10½@10¾c; extra, 8@8½c; No. 1, 7%@8c; cold test, 14½@14¾c.

**GREASES**—The demand the past week has been exceedingly quiet. Consumers generally have been holding off.

The developments in tallow have been against the market and while there has been no pressure of supplies, the undertone was rather heavy. Most of the consumers' demand has been fill-in requirements, with no disposition to take hold of future shipment.

At New York, superior house was quoted at 3@3½c; yellow and house grease, 2½@3c; A white, 3½@3½c; B white, 3@3½c; choice white, 4@4½c.

At Chicago, demand was reported as only moderate. Some inquiry was indicated for choice white grease although there has been some trading in yellow greases of late at slightly lower prices. At Chicago, choice white, all hog, was quoted at 3½@3½c; A white, 3c; B white, 2½c; yellow, 2½c; brown, 2½c. The better grades have held relatively firm due to the improved demand. Weakness was noted in the lower grades.

### EASTERN FERTILIZER MARKETS. (Special Letter to The National Provisioner.)

New York, August 5, 1931.

It seems hard to hold prices up of both fertilizer and feeding materials because while the production has been cut down in various directions the demand continues to be very limited.

Unground tankage has been selling from \$1.35 to \$1.40 basis f.o.b. New York and sellers are quoting \$1.50 and 10c f.o.b. Ground tankage is offered at \$1.75 and 10c New York and buyers views are lower.

Ground dried blood is offered at \$1.75 per unit New York. Stocks are starting to accumulate and probably the next sales will be made at lower prices. Foreign blood is offered only in a limited way as far as this South American product is concerned.

The sulphate of ammonia situation remains quiet, and both buyers and sellers are awaiting further developments. The same thing may be said of nitrate of soda.

The fish factories at Chesapeake Bay, Va., have reported a very poor catch so far and it will take them some time to produce quantities already sold for delivery if and when made.

### JUNE CANNED POULTRY.

Poultry canned during June, 1931, by the thirty principal firms preparing this product totaled 884,382 lbs., compared with 1,770,683 lbs. in June, 1930. The total quantity of poultry canned during June, 1931, was 914,450 lbs., thirty-two firms participating.

### ARGENTINE FRIGORIFICOS.

Slaughter in Argentine frigorificos during May, 1931, totaled 293,728 cattle, 323,309 sheep and 69,973 hogs.

## THE KENTUCKY CHEMICAL MFG. CO.

COVINGTON, KY., Opposite Cincinnati, Ohio

**Buyers of Dry Rendered Tankage**

(Cracklings)

PORK or BEEF, SOFT or HARD PRESSED

### By-Products Markets

Chicago, Aug. 6, 1931.

#### Blood.

The market continues easy. Price is quoted nominally at \$1.50.

Unit Ammonia.

Ground and unground.....@\$1.50

#### Digester Feed Tankage Materials.

Situation remains very quiet. Little activity is evident. Prices are nominal.

Unit Ammonia.

Unground, 11½ to 12% ammonia.....\$1.50@1.75 & 10c

Unground, 6 to 8% ammonia.....@1.35 & 10c

Liquid stick.....1.25@1.35

Steam bone meal, special feeding, per ton.....30.00

#### Packinghouse Feeds.

Product is in light demand and prices are easy.

Per Ton.

Digester tankage, meat meal.....\$ 35.00

Meat and bone scraps, 50%.....@35.00

#### Fertilizer Materials.

Sales were made again this week at \$1.50 & 10c.

Unit Ammonia.

High grd. ground, 10@12% am. ....@\$1.50 & 10c

Low grd., and ungrd. 8-9% am. ....@1.25 & 10c

Bone tankage, low grd., per ton.....@14.00

Hoof meal .....@1.25m

#### Dry Rendered Tankage.

Offerings are small. Inquiry continues nominal.

Hard pressed and exp. unground, per unit protein.....\$ .35@ .40

Soft prod. pork, ac. grease & quality, ton.....@25.00

Soft prod. beef, ac. grease & quality, ton.....@20.00

ton.....@20.00

#### Bone Meals (Fertilizer Grades).

Market continues to show little activity. Offerings are nominal.

Raw bone meal for feeding.....\$30.00@25.00

Steam ground, 3 & 50.....@15.00

Steam, unground, 3 & 50.....@12.00

#### Horns, Bones and Hoofs.

Per Ton.

Horns, according to grade.....\$30.00@150.00

Mfg. shin bones.....@5.00@2110.00

Cattle hoofs .....@18.00@ 18.00

Junk bones .....@1.50m

(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

#### Gelatine and Glue Stocks.

The market continued very quiet. Transactions are few, prices are unchanged.

Per Ton.

Kip stock .....\$24.00@26.00

Calf stock .....@28.00@40.00

Hide trimmings (old style).....18.00@20.00

Hide trimmings (new style).....16.00@18.00

Horn pits .....@25.00

Cattle jaws, skulls and knuckles....24.00@25.00

Sinews, pizzles .....@22.00

Pig spin scraps and trim, per lb. ....@2½c

#### Animal Hair.

Animal hair market continues nominal, with practically no activity.

Summer coil and field dried.....14@ 1½c

Processed, black winter, per lb. ....@ 5½c

Processed, grey, winter, per lb. ....@ 4½@ 4½c

Cattle switched, each\*.....14@ 1½c

\* According to count.

August 8, 1931.

**FOOD PRICES ARE DOWN.**

The weekly food bill of the average family is 18 percent lower this year than in 1930. Moreover, the budget of the average family shows a greater saving in food than in any other necessity, according to Albert H. Morrill, president of Kroger Grocery and Baking Company, which has just completed a survey and comparison of food prices.

Official reports indicate that during the past year clothing has declined in price 13.7 per cent, housing has declined 7.4 per cent, fuel and light have declined 3.7 per cent. Kroger's investigation shows that *food prices in their stores are 18 per cent lower than a year ago.*

This means that the weekly family budget of \$10, which last year bought 90 pounds of food, today will buy 110 pounds of similar food.

The average family has benefited by this lower cost in two ways—they are using this year better foods and different foods and more of certain kinds of foods, or they are spending 18 per cent less for the same kinds of foods they used last year. A family with a weekly food budget of \$20 a year ago can buy the same food today for \$16.40. A family budget of \$30 a week last year can be reduced this year to \$24.60 and will purchase the same quantity of food.

A definite idea of how food prices have declined may be obtained from the following specific items included in the Kroger survey:

Item	P. C. Decline
Bread	17
Butter	45 1/2
Eggs	66
Cheese	54
Pork sausage	65
Pork chops	6
Smoked hams	40
Shoulder of lamb	50
Beef steak	38.1
Chuck roasts	56 2/3
Meat for loaf	40 2/3
Spare ribs	54

**JUNE MARGARINE PRODUCTION.**

Margarine production during June, 1931, reported by margarine manufacturers to U. S. Bureau of Internal Revenue, with comparisons:

	June, 1931.	June, 1930.
	Lbs.	Lbs.
Uncolored	12,248,815	21,000,190
Colored	387,270	905,746
Total	12,636,085	21,905,936

**The Blanton Company**

ST. LOUIS  
Refiners of

**VEGETABLE OILS**  
Manufacturers of  
**SHORTENING**  
**MARGARINE**

**MARGARINE MATERIALS USED.**

Oleomargarine produced and materials used in manufacture during June, 1931, with comparisons:

Ingredients of un-colored margarine:	June, 1931.	June, 1930.
	Lbs.	Lbs.
Butter	5,141	99,750
Coconut oil	7,013,374	11,466,899
Corn oil	352	352
Cottonseed oil	964,114	1,781,074
Derivative of glycerine	8,710	8,955
Edible tallow	230	230
Lecithin concentrate	352	62
Lettuce concentrate	43	43
Milk	3,332,000	5,787,075
Mustard oil	1,715	1,715
Neutral lard	509,058	945,080
Oleo oil	991,309	2,504,221
Oleo stearine	388,964	505,778
Oleo stock	53,281	89,556
Palm oil	14,508	29,588
Peanut oil	319,588	387,572
Salt	925,394	1,756,387
Sesame oil	20,635	20,635
Soda (benzoate of)	4,781	6,249
Soya bean oil	2,105	196,913
Total	14,564,155	25,562,099

Ingredients of colored margarine:	June, 1931.	June, 1930.
	Lbs.	Lbs.
Butter	360	2,589
Coconut oil	91,703	295,670
Color	436	1,132
Cottonseed oil	47,600	100,076
Derivative of glycerine	2	10
Milk	99,625	287,067
Neutral lard	30,088	107,750
Oleo oil	83,207	240,835
Oleo stearine	5,480	11,590
Oleo stock	7,684	8,828
Palm oil	16,003	20,393
Peanut oil	3,698	12,284
Salt	30,454	78,673
Soda (benzoate of)	22	84
Soya bean oil	.....	291
Total	417,022	1,166,752

**WAS IT MARGARINE OR NOT?**

The United States Supreme Court has been petitioned to review the decisions of the Circuit Court of Appeals for the fifth circuit in cases involving a question as to whether or not the product of the Standard Margarine Co., of Florida, is taxable as margarine.

The commissioner of internal revenue decided that the product was artificially colored and assessed a tax of \$5,000 on 50,000 lbs. estimated to have been produced in January, 1929. The company declared the product was not margarine and obtained a preliminary injunction in the federal court for the southern district of Florida. Upon appeal to the Circuit Court of Appeals the decision of the lower court was affirmed. The government is asking for a review, asserting that the question involved is of importance to the government in the administration of the revenue law.

**P. & G. BUYS CUBAN FIRM.**

Sabates S en C, of Havana, Cuba, manufacturers of soaps, perfumes and candles, has been purchased by Procter and Gamble. The company was founded 75 years ago and is regarded as the largest soap and candle manufacturer in Cuba. A subsidiary of Sabates S en C, Perfumeria, Thesalia S. A., manufacturers of perfumes and cosmetics, was included in the transaction. Juan Sabates, chief owner and head of the company, will remain as president and general manager of the new organization, which will be known as Sabates S. A.

**HULL OIL MARKETS.**

Hull, England, Aug. 5, 1931.—(By Cable)—Refined cottonseed oil, 20s 7½d; Egyptian crude cottonseed oil, 18s 6d.

**LESS MEAL FOR FERTILIZER.**

Cottonseed meal used as fertilizer during the year ended July 31, 1930, was 215,329 tons, or about 9 per cent of the total production, according to the U. S. Bureau of Agricultural Economics. Manufacturers of commercial fertilizers used 76,023 tons and farmers applied 139,306 tons directly to the soil. This is an increase of about 30,000 tons used by farmers over the amount they used the previous year. The amounts used in commercial fertilizers was approximately the same in 1929 and 1930.

The fact that cottonseed meal is too valuable as feed to be put to fertilizer purposes is becoming generally recognized. It is not so many years ago that from 20 to 25 per cent of the production was thus used. Farmers are learning that they can feed cottonseed meal to cattle and retain over 80 per cent of its ammonia value in manure.

**COMPOUND IN MEXICO.**

Six plants in Mexico were manufacturing compound lard and other lard substitutes in Mexico in 1929, according to a recently published report of the Mexican Bureau of the Census. These plants consumed in that year 1½ million lbs. of raw material, of which 1,302,000 lbs. were domestic oils and other ingredients, principally cotton and sesame oils. The remaining requirements, less than 203,000 lbs., consisted chiefly of cotton and coconut oils, oleo stearine, hydrogenated whale oil and fish oils, were imported.

**BUTTER IMPORTS AND EXPORTS.**

Butter exports from the United States during June, 1931, totaled 178,310 lbs., compared with 253,586 lbs. in June, 1930. For the six months ended with June the export amounted to 1,194,517 lbs., compared with 1,832,690 lbs. in the same period of 1930. June imports of butter totaled 159,453 lbs., compared with 289,028 lbs. in June a year ago. Imports for the six months of the current year amounted to 729,524 lbs., compared with 1,872,454 lbs. in the first half of 1930.

**LARGE WHALE OIL SURPLUS.**

Unsold whale oil production for the 1930-31 season is approximately 770,000 barrels, according to the U. S. Department of Commerce. This is in storage in Norway, Holland, Germany and England. In order not to have this quantity of oil thrown on the market the whaling companies interested have formed a selling combine to dispose of it. The offices of the association will be located in Tinsberg, Norway.

**OIL DETERIORATION RESEARCH.**

Donald C. Wheeler has been appointed assistant to Dr. L. B. Kilgore, research fellow of the Mayonnaise Manufacturers' Association, to do special work in developing a new method for the measurement of the deterioration of the keeping qualities of oils, according to an announcement made recently by Dr. John B. Glassford, chairman of the committee on the Mayonnaise Fellowship.

# Vegetable Oil Markets

## WEEKLY REVIEW

**Trade Active—New Season's Lows Registered—Allied Commodities Weak—Weevil Activity Increasing—Crude Lower—Stock Market Sluggish.**

A more active trade was noted in cotton oil futures on the New York Produce Exchange the past week. The market ruled weak and sold into new low ground for the season, due primarily to the weakness in allied commodities. New season's lows were recorded in cotton and lard, while commodity markets generally went into new low ground with some to the lowest for all time.

Liquidation and stop loss selling was noted from time to time, and the market was also subjected to refiners' selling which disclosed but limited support. The liquidation in the nearby deliveries were taken up, in most cases, by speculative shorts. There was some evidence of new buying in the new crop deliveries, but selling pressure increased on all the minor upturns. Rallying power was feeble. The market reflected the weakness in outside commodities as well.

There were also indications of selling of oil against purchases of lard, as the latter commodity was comparatively cheap. Loose lard at Chicago sold at almost the same price as nearby oil futures at New York. There was no evidence of commission house demand. This tended to support the market last week, but the willingness on the part of professional shorts to take profits on a scale down has resulted in an orderly decline, notwithstanding the sharp breaks in cotton and lard.

### Crop Conditions Good.

Cotton crop conditions, in the main, are generally satisfactory, and present indications are for a probable outturn of somewhat more than 14,000,000 bales, which is about the same as the estimated crop at this time a year ago. Increasing weevil activity is reported from various sections, however, with some points indicating that weevil ac-

tivity is the worst on record. Particular attention is being paid to the reports of weevil infestation in Louisiana, Georgia, Mississippi and South Carolina.

Too much rain has been reported from various parts of the belt, and a continuation of this sort of weather could change prospects radically. For the next three weeks the weather conditions will be the dominating influence, as the crop is now in its critical stage. However, with the news generally none too constructive, the cotton oil trade is inclined to pay more attention to the high cotton estimates and less interest given to the damage reports.

Lard was weak, the market selling off sharply, being influenced to a great extent by the slow export demand and only a moderate domestic trade. In spite of the small hog run last month, and notwithstanding the relatively firm hog prices, there has been an accumu-

### SOUTHERN MARKETS

#### New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Aug. 6, 1931.—Due to speculative short selling, New Orleans cotton oil contracts have declined 15 to 40 points during the past week. New crop crude is also lower, with limited offerings of September at 5½c for Texas and 5½c for Valley. Majority of the mills refuse to offer and are awaiting crop developments. Spot and nearby bleachable are steady to firm, with indications of a higher price on fresh demand. A small quantity is obtainable at 6.45@6.60c, loose, New Orleans.

#### Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Aug. 6, 1931.—Crude cottonseed oil, nominal; forty-one per cent protein cottonseed meal, \$18.50; loose cottonseed hulls, nominal.

#### Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Aug. 6, 1931.—Prime cottonseed oil, 5@5½c; forty-three per cent meal, \$19.50; hulls, \$7.50.

lation in the lard supply at Chicago of more than 1,000,000 lbs. The totals are now greater than they were a year ago. Indications are that there will be a heavy hog movement after the first of October, and the market, as a result, has been subjected to packers pressure and preliminary hedging which has found rather poor speculative support.

### Cash Demand Slow.

Refiners have sold moderately, and it is calculated that within the last month they have disposed of anywhere from 5,000 to 10,000 barrels in the January-March position. This was taken by speculators. Southern and western wire houses have been active sellers, but with cotton oil getting down to a price where more speculative interest is being attracted, it is wondered whether or not outside buying will be broad enough to absorb the hedges when they start coming in.

Demand for cash oil has been rather slow. Estimates indicate that the July consumption probably will be under 200,000 bbls. If this is correct it will be the lowest monthly disappearance in recent years.

Crude in the Southeast for nearby shipment sold at 5½c, and it is understood that more is being offered, with buyers ideas lowered to 5c. New York January oil is selling on a basis of about 4½c for crude.

**COCOANUT OIL**—The situation in other oils and conditions surrounding the market have been none too favorable. The result has been that the tone in this market has been distinctly heavy. While price changes were negligible, the demand has been rather poor. Producers' supplies are liberal, but there was no pressure due to the holding-off attitude on the part of consumers. At New York, tanks were quoted at 4@4½c; bulk oil, 3½@4c; Pacific Coast tanks, 3¾c.

**CORN OIL**—Following the firmness noted late last week an easier tone developed. In some quarters corn oil, f.o.b. western mills, is reported available at 6½c. In other directions that figure was said to be bid, but no business was reported.

**SOYA BEAN OIL**—The tone held rather steady. Demand was light, and



Many of the leading packers and wholesalers of the middle west, east, and south are selling Mistletoe. Let us refer you to some of them.

**G. H. Hammond Company**  
Chicago, Illinois

HAMMOND'S  
**Mistletoe**  
MARGARINE

the market was rather featureless. Prices were quoted at 5½@5¾c f.o.b. western mills. Eastern producers were said to be asking 6½c.

**PALM OIL**—A weaker tone was discernible in this market. Consumers' demand has fallen off appreciably. Primary markets were barely steady, and prices at New York have been shaded somewhat. At New York, spot Nigre was quoted at 4½c; shipment Nigre, 4c; spot Lagos, 4¾c; shipment, 4¾c; and 12½ per cent acid oil, 4½c.

**PALM KERNEL OIL**—With demand rather slow and offerings fair, the market was slightly weaker. Bulk oil at New York was quoted at 3.85c for nearby and 4.10c for shipment. Tanks were quoted at about 4c.

**OLIVE OIL FOOTS**—Inactivity was generally indicated in this market, with offerings fair and the undertone slightly softer. There was no pressure of nearby supplies, but interest in shipment was light. At New York, spot foots were quoted at 4%@5c; and nearby shipment, 4¾c.

**RUBBERSEED OIL**—Market nominal.

**SESAME OIL**—Market nominal.

**PEANUT OIL**—Market nominal.

**COTTONSEED OIL**—Demand for store oil is rather quiet. Southeast crude sold 5¾c nearby. Market transactions at New York:

Friday, July 31, 1931.

	—Range—			—Closing—	
	Sales.	High.	Low.	Bid.	Asked.
Spot	1	700	700	660	a ...
Aug.	1	695	695	670	a 695
Sept.	12	685	670	660	a 670
Oct.	18	616	610	608	a 610
Nov.	...	...	...	575	a 615
Dec.	...	...	...	580	a 595
Jan.	6	600	588	590	a 588
Mar.	8	610	605	595	a 604

Sales, including switches, 46 contracts. Southeast crude nominal.

Saturday, August 1, 1931.

Spot	...	650	a ...
Aug.	...	650	a ...
Sept.	...	650	a 669
Oct.	7	600	600
Nov.	...	...	570
Dec.	...	...	565
Jan.	1	585	585
Mar.	4	595	595

Sales, including switches, 12 contracts. Southeast crude nominal.

Monday, August 3, 1931.

Spot	...	640	a 700
Aug.	...	640	a 690
Sept.	2	660	659
Oct.	2	602	600
Nov.	...	...	576
Dec.	...	...	570
Jan.	1	585	585
Mar.	1	604	604

Sales, including switches, 5 contracts. Southeast crude nominal.

Tuesday, August 4, 1931.

Spot	...	640	a 675
Aug.	...	626	a 675
Sept.	2	653	638
Oct.	5	600	600
Nov.	...	...	550
Dec.	2	560	560
Jan.	4	565	565
Mar.	2	588	580

Sales, including switches, 15 contracts. Southeast crude nominal.

## THE NATIONAL PROVISIONER

Wednesday, August 5, 1931.

Spot	...	600	a ...
Aug.	3	638	638
Sept.	8	631	610
Oct.	2	577	575
Nov.	...	...	535
Dec.	...	...	545
Jan.	3	555	555
Mar.	12	576	570

Sales, including switches, 28 contracts. Southeast crude nominal.

Thursday, August 6, 1931.

Spot	...	575	a ...
Aug.	650	650	590
Sept.	600	590	570
Oct.	570	560	550
Nov.	...	...	520
Dec.	555	554	530
Jan.	555	543	540
Mar.	565	555	555

See page 41 for later markets.

## MEMPHIS PRODUCTS MARKETS.

(Special Report to The National Provisioner.)

Memphis, Tenn., Aug. 5, 1931.—Cottonseed meal continued its downward course today. Values lost about 50@60c per ton during the trading session. The market opened weak, and continued so all morning. The only buying appeared to be in the nature of short covering. Hedge selling continues to be of considerable volume, and under these conditions it was impossible to hold prices up. The cotton crop is rapidly approaching maturity and in the central belt particularly conditions were never more propitious for a heavy yield. The extremely low price of this commodity is the chief bullish argument at the present time. The market has suffered a decline of \$3.50 per ton in the past two weeks which should discount many bearish factors.

Trading in cotton seed today was very dull. The market gave way in sympathy with cottonseed meal and other commodity markets. Bid prices were reduced \$1.00@1.50 per ton, but sellers were not inclined to follow the decline, and the lack of cheap offerings served to curtail trading. The movement of cotton will soon begin in the extreme southern part of the central belt and at that time hedge selling may appear.

## OKLAHOMA CRUSHERS ELECT.

At the annual convention of the Oklahoma Cottonseed Crushers' Association held recently the following officers were elected: President, J. F. Rumsey, Oklahoma City; vice president, A. L. Durand, Hobart; secretary, J. H. Johnson. The executive committee consists of R. K. Wootten, sr., Chickasha; P. A. Norris, Ada; E. Cook, Guthrie; J. D. Garnett, Elk City; J. C. Brown, Muskogee; Earl Shotwell, Chandler.

The association decided to adopt the trading rules of the national association as its rules. No definite plans were made for the program of the organization during the coming season, a special meeting at a later date being considered necessary for that purpose.

Among those who addressed the gathering were J. F. Rumsey, on "The Economic Survey;" R. H. Flash, Chemist, Ft. Worth, Tex., on "Western Cottonseed;" W. C. Baker, Altus, Okla., on "Buying Cotton Seed on a Delivered Basis."

## TRADE GLEANINGS

Ideal Packing Co., Newark, N. J., has been incorporated to deal in meats by Nicholas Albano.

Henry Fischer Packing Co., Louisville, Ky., is erecting an addition to its plant at a cost of \$30,000.

Albert Lea Packing Co., Albert Lea, Minn., has completed the erection of a new killing floor and additional coolers.

Birmingham Packing Co., Birmingham, Ala., has opened a branch at Dothan, Ala. Warren May will be manager at Dothan.

Pacific Meat Co., Portland, Ore., sustained a \$50,000 loss by fire recently. A 150x150-ft. two-story structure was completely destroyed.

Fire caused a loss of \$35,000 to buildings and machinery of the Blumer-Sartain Packing Co., Columbus, O. Plans for rebuilding are being rushed.

Establishment of a rabbit packing plant at St. Charles, Mo., is being considered, according to R. M. Summers, vice president of the St. Charles rabbit breeders' association.

A rabbit packing plant capable of handling 500 animals a week was opened last week at Mankato, Minn. The company is under the sponsorship of the Minnesota-Iowa Fur Co.

Jacob Vogel & Son, Cincinnati meat packers in business for more than 50 years, have discontinued operation. The company was in first-class financial condition, but decided to suspend activities in view of trade conditions.

Central States Rabbit Co., Pleasant Hill, O., has been organized and will open a packing plant at Pleasant Hill in the near future. F. H. Harmon is president, Joseph Lowe, vice president, and H. L. Latham, secretary-treasurer.

Dubuque Packing Co., Dubuque, Ia., has resumed operations after being shut down since April for remodeling and enlargement. Harry Wahler, new president of the company, stated that \$100,000 is being spent on plant improvements.

Raisin Brook Packing Co., Monroe, Mich., distributors of rabbit meat, is to be reorganized. Ernest Moore, Flint, Mich., president of the rabbit breeders' association, has been named temporary secretary and manager of the company.

John Groce & Son Co., Circleville, O., engaged in the preparation and sale of ham and bacon since 1848, was sold by R. R. Bales to George C. Corey and Arthur C. Hunt, both of Cleveland. Mr. Corey is president of the newly-organized company.

Farmers Cottonseed Products Co., Inc., Granger, Tex., at the annual meeting elected E. M. Wilson president and W. P. Young secretary-treasurer and general manager. Men elected to the board include E. M. Wilson, W. P. Young, C. R. Starnes, D. C. Reed, J. S. Fox, T. B. Benson and A. E. Wood.

M. D. Kenton Company is the name of a new firm formed at Havana, Cuba, to deal in provisions, succeeding M. D. Kenton, who died a few weeks ago. The new company includes Gerardo Martinez, president, and Jose A. Yanez, secretary. Both were members of Mr. Kenton's staff and are well known in the trade.

Hog going and pigs from a lathe. Light. expect. Cash or. Quot oil at Aug Oct. Dec. Mar., Quot Aug \$5.45@ \$5.25@ \$5.50@. New prime wester refined ian, 7 9%. BRIT (Spec Live mand call for demand. Frid Hams, cut, 85 none; 55s; C Wiltsh. EURO for the reporten penha followi export. The altera as last fined la kilos 1 week 129 m Arriva most in a top pound, cents a last ye The Practice The

## The Week's Closing Markets

### FRIDAY'S CLOSINGS

#### Provisions.

Hog products were active, with lard going into new lows under liquidation and packers' pressure. Support came from shorts, and there was some speculative buying against sales of cotton oil. Hogs ruled relatively steady and the hog movement is comparatively light. Sentiment is mostly bearish in expectation of big hog run in the fall. Cash demand is fair; export interest is slow.

#### Cottonseed Oil.

Cotton oil is active and steady after making new season lows. Southern interests and refiners' brokers were sellers. Support was mostly covering by speculative shorts.

Quotations on bleachable cottonseed oil at New York Friday noon were:

Aug., \$5.80 bid; Sept., \$5.76@\$5.90; Oct., \$5.60@\$5.75; Nov., \$5.25@\$5.60; Dec., \$5.46@\$5.50; Jan., \$5.50@\$5.60; Mar., \$5.60@\$5.70.

Quotations on prime summer yellow:

Aug., \$5.70 bid; Sept., \$5.65 bid; Oct., \$5.45@\$5.75; Nov., \$5.20@\$5.65; Dec., \$5.25@\$5.75; Jan., \$5.40@\$5.60; Mar., \$5.50@\$5.75.

#### Tallow.

Tallow, extra, 3 1/4 c.

#### Stearine.

Stearine, 8 1/4 c.

#### Friday's Lard Markets.

New York, Aug. 7, 1931.—Lard, prime western, \$7.65@\$7.75; middle western, \$7.40@\$7.50; city, 7 1/2@7 1/4 c.; refined continent, 7 1/2@8c; South American, 7 1/2 c.; Brazil kegs, 8 1/2 c.; compound, 9 1/2 c.

#### BRITISH PROVISION MARKETS.

(Special Cable to The National Provisioner.)

Liverpool, August 7, 1931.—General provision market steady but dull. Demand for hams and picnics poor. No call for square shoulders. Pure lard demand fair.

Friday's prices were as follows: Hams, American cut, 78s; hams, long cut, 85s; shoulders, square, 50s; picnics, none; short backs, 60s; bellies, clear, 55s; Canadian, none; Cumberrals, 66s; Wiltshires, none; spot lard, 39s 9d.

#### EUROPEAN PROVISION CABLES.

European provision cable summary for the week ended August 2, 1931, as reported by commercial attaches at Copenhagen, Berlin and London, gives the following reflection of conditions in the export market:

The market at Hamburg shows little alteration. All prices remain the same as last week with the exception of refined lard which was 1/4 mark per 100 kilos lower. Receipts of lard for the week were 391 metric tons, of which 129 metric tons came from Denmark. Arrivals of hogs at 20 of Germany's most important markets were 72,000 at a top Berlin price of 10.82 cents a pound, compared with 69,000, at 15.36 cents a pound, for the same week of last year.

The Rotterdam market was weak. Practically no change.

The market at Liverpool was rather

quiet. Demand was medium and prices were steady. Extra neutral lard price decreased to \$22.51 per 100 kilos. Prime oleo oil prices were lower by \$0.10 per 100 kilos. Extra oleo stock was lower by \$0.20 per 100 kilos. Refined lard quoted at \$19.90 per 100 kilos.

The total of pigs bought in Ireland for bacon curing was 17,100 for the week, as compared with 14,200 for the corresponding week of last year.

The estimated slaughter of Danish hogs for the week ending July 29, 1931, was 124,900 compared with 94,000, for the corresponding week of last year.

#### LIVERPOOL PROVISION STOCKS.

On hand on Aug. 1, 1931, with comparisons, estimated by Liverpool Trade Association:

	Aug. 1, 1931.	July 1, 1931.	Aug. 1, 1930.
Bacon, lbs.	3,078,768	3,866,624	3,860,528
Hams, lbs.	470,480	1,069,152	1,007,776
Shoulders, lbs.	151,648	74,502	95,088
Lard, steam, tierces.	1,075	527	1,130
Lard, refined, tons.	2,017	1,860	1,603

#### NEW YORK MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal inspection at New York for week ended August 1, 1931, with comparisons:

West. drsd. meats:	Week ended Aug. 1.	Cor. week, 1930.
Steers, carcasses	7,200	7,106
Cows, carcasses	438	402
Bulls, carcasses	301	122
Veals, carcasses	6,772	10,006
Lambs, carcasses	26,694	24,801
Mutton, carcasses	1,280	1,135
Beef cuts, lbs.	428,444	342,187
Pork, lbs.	1,454,218	1,840,227

Local slaughters:	Week ended Aug. 1.	Cor. week, 1930.
Cattle	8,553	8,657
Calves	14,774	14,178
Hogs	27,483	31,241
Sheep	81,258	80,318

#### Profit or Loss?

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#### EUROPEAN HOG PEAK PASSED.

The European market for American pork products continues weak. Liverpool quotations on American green bellies during the first two weeks of July averaged lower than the June level and was also below last year's average. Ham prices were somewhat higher in July than in June but under those of a year ago.

The volume of cured pork exports from the United States has been at a low level in recent months, with June figures indicating no material change. British lard prices were easier in July than in June, but on the Continent there was a slight upward turn in recent weeks. Lard values remain well below those of a year ago and also under the prewar positions.

Exports of American lard to the United Kingdom continue in good volume, but business in lard with the Continent has been materially restricted by increased local production, as has the American trade with the Continent in cured pork.

The peak of the continental European hog production cycle has been reached, according to an early July report to the U. S. Department of Agriculture on the European hog situation. Hog marketing, however, may be expected to continue heavy throughout 1931 and into the early months of 1932. The ratio of hog and feed prices has now become definitely unfavorable in all European countries with the possible exception of Denmark. Reduced farrowings this fall, therefore, are expected.

At present, American producers are meeting severe competition from continental cured pork in the United Kingdom and continental lard in Germany. The dominant position of Denmark in the former trade is not new, but the larger imports of Danish lard into Germany is a new development. Total imports of lard into Germany have increased, but imports from the United States have declined. Lower prices and more careful observation of German consumer requirements have been factors favoring the Danish product, it is reported.

#### PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended Aug. 1, 1931:

West. drsd. meats:	Week ended Aug. 1.	Cor. week, 1930.
Steers, carcasses	2,401	2,402
Cows, carcasses	599	601
Bulls, carcasses	883	423
Veals, carcasses	763	1,382
Lambs, carcasses	10,977	12,629
Mutton, carcasses	347	627
Pork, lbs.	403,263	409,291

Local slaughters:	Week ended Aug. 1.	Cor. week, 1930.
Cattle	1,762	1,647
Calves	2,565	2,943
Hogs	11,083	11,069
Sheep	9,623	10,185

#### BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats at Boston for the week ended August 1, 1931, with comparisons:

West. drsd. meats:	Week ended Aug. 1.	Cor. week, 1930.
Steers, carcasses	2,824	2,862
Cows, carcasses	966	926
Bulls, carcasses	27	25
Veals, carcasses	866	927
Lambs, carcasses	16,202	19,480
Mutton, carcasses	850	482
Pork, lbs.	416,212	409,046

August 8, 1931

# Live Stock Markets

## CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Ill., Aug. 6, 1931.

**CATTLE**—Compared with a week ago: Fed steers and yearlings, 25c higher; grassers and shortfeds, weak to 25c lower; grass cows and heifers, generally 25@50c lower, with market on peddling basis at close, with some sales 75c to \$1.00 off on light and mediumweight heifers; low cutters and cutters, weak to 25c lower; bulls, 25@50c lower; vealers, about steady to 50c lower. Extreme top for week on fed yearlings was \$9.40; on best weighty bullocks, \$8.90; on 1,523 lbs., \$8.75. Numerous loads of heavy steers, \$8.00 @8.75. There was an active trade on all steers of value to sell at \$7.50 upward. Not many northwestern range steers here, best being light stockers up to \$6.75 and 1,200-lb. killers at \$7.25. There were quite a few southwestern grassers, bulk of these selling at \$4.25 @5.75; cake and grainfed offerings, \$7.00@7.50.

**HOGS**—Compared with a week ago: Weights below 240 lbs., 25@40c lower; heavier weights, steady to 10c lower; packing sows, 10@15c lower. Sharpest price break of season occurred late last week, around 25@35c of decline being regained since Monday. Week's top, \$8.15, paid today. Late bulk, 170 to 220 lbs., \$7.75@8.10; 230 to 250 lbs., \$7.35@7.75; 260 to 300 lbs., \$6.40@7.25; 310 to 380 lbs., \$5.25@6.15. Pigs were very slow at \$6.25@7.25; plain kinds, down to \$5.50; light lights, \$7.25 @7.85; packing sows, \$4.60@5.40, smooth lightweights, \$5.50@6.00; butcher sows, to \$6.25; extreme weights, \$4.50 down.

**SHEEP**—Compared with a week ago: Most classes 25@50c lower; common slaughter lambs, 50c@\$1.00 lower; top native lambs, \$7.75, paid each day this

week; best rangers, \$7.60. Today's bulks: Good and choice native ewe and wether lambs and similar grade westerns, \$6.75@7.50; native bucks, \$5.50@6.50; throws, \$4.00; few very thin lightweights, \$3.00 and \$3.50; fat ewes, \$2.00@3.00.

## KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kan., Aug. 6, 1931.

**CATTLE**—Desirable lightweight fed steers and yearlings have been relatively scarce, and with demand fairly broad closing levels are strong to 25c higher than a week ago. Some of the less attractive lighterweight steers and most of the weightier arrivals are steady to strong, while western grassers and cakefeds ruled steady to 25c lower. Choice 921-lb. yearlings scored \$9.10, a new high price for the season and the highest locally since April. Most of the fed offerings sold from \$7.25@8.50, while grassers and cakefeds went from \$4.50@7.00. Fat she stock closed steady to strong, and cutter grades are mostly 25c higher. Bulls and vealers held about steady.

**HOGS**—Although receipts of hogs have been very light, there has been a prevailing weakness in the trade most of the time, and final prices are 25@40c under last Thursday. Shipping orders have been narrow, and big packers have been extremely bearish. The late top rested at \$7.60 on choice 190- to 220-lb. weights, while the bulk of the 150- to 240-lb. weights ranged from \$7.15 @7.50. Most of the 250- to 340-lb. butchers went from \$5.75@6.85. Packing sows closed steady at \$4.25@5.15.

**SHEEP**—Fat lambs were under pressure last Friday and on the opening session this week and values broke to the extent of 35@60c. Since then a steady basis has been maintained. The

bulk of the more desirable lambs, both natives and rangers, sold at \$7.00 during the week, which was also the week's top price. A few natives ranged down to \$6.75. Mature sheep were scarce, and prices held steady. A few range ewes brought \$3.25, while the bulk sold from \$2.50@3.00.

## ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., Aug. 6, 1931.

**CATTLE**—Compared with one week ago: Fed steers sold steady to strong; other natives, weak to 25c lower; best western steers, steady; others, 25@50c lower; mixed yearlings, heifers and beef cows, steady to 25c lower; cutters and low cutters, strong to 25c higher; medium bulls, 25c lower; vealers, steady. Bulk of native steers scored \$7.00@8.75, with top yearlings at \$9.25, best matured steers \$8.60 and top heavies \$8.25. Most Western grass steers earned \$5.00@6.40; top, \$6.65. Most fat mixed yearlings and heifers brought \$7.50@8.50; medium fleshed kinds, largely \$5.90@7.00; top mixed yearlings, \$9.25; best heifers, \$8.50. Cows went mostly at \$3.50@4.50; low cutters, \$1.75@2.25. The period closed with top medium bulls at \$4.00 and best vealers at \$8.50.

**HOGS**—Swine prices suffered net losses of 35@60c during the Thursday to Thursday period. Top price reached \$8.00 late, with bulk of 130- to 250-lb. weights at \$7.25@7.90; 260 to 300 lbs., \$6.50@7.15. Pigs ranged from \$7.00@7.50, and packing sows from \$4.25@5.85.

**SHEEP**—Lamb values declined 25@50c, while sheep held steady. Bulk of lambs turned to packers at \$6.75@7.00, with choice kinds to city butchers at \$7.25@7.50; common throwouts, \$3.50; fat ewes, \$1.50@3.00.

## OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Aug. 6, 1931.

**CATTLE**—Receipts of fed steers and yearlings were liberal, but there was a strong undertone to the market all week. Demand from all quarters showed breadth, there being a very free movement on shipping account. Prices advanced around 25c during the week, with some sales of good to choice medium weights and weighty steers as much as 50c up. She stock closed the week strong to 25c higher, heifers showing the full advance. Bulls and vealers are mostly steady. Choice 1,263-lb. steers and several loads of yearlings earned \$9.00. Weighty steers, 1,367 lbs., sold at \$8.35, and choice light heifers at \$8.85.

**HOGS**—Unevenness was the outstanding feature in the hog trade, and the spread in prices between light lights and heavy weight butchers was the widest for the season. Comparisons with last Thursday show lights steady to 40c lower; butchers, 25@40c down; heavy butchers, 15@65c lower; packing sows steady. On Thursday, top reached \$7.75, with the following bulks: 160 to 220 lbs., \$7.00@7.60; 220- to 250-lb. butchers, \$5.85@7.25; 250- to 350-lb. butchers, \$5.00@6.10; packing sows, \$4.00@5.40; stags, \$4.00@5.00.

**SHEEP**—Omaha continued to draw liberal receipts consisting for the most

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part of range lambs, but these showing a larger percentage of feeder grades than heretofore. Market on lambs from Thursday to Thursday shows a decline of 25@50c; yearling and aged sheep steady. Medium to choice range lambs sold on Thursday at \$6.00@7.00; sorted natives, \$7.00; fed clipped and wooled lambs, \$7.00; range yearlings, \$4.50@4.75; good and choice ewes, \$2.50@3.00.

### ST. PAUL

(By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.)

So. St. Paul, Minn., Aug. 5, 1931.

**CATTLE**—Recent advances on fed steers were checked this week. Yearlings held about steady, while matured kinds, along with all grassy stock, ruling weak to 25c lower. Odd lots fed yearlings reached \$9.00; best carlot, \$8.50; bulk little cattle, down to \$8.00; matured offerings, \$7.00@8.00; grassy natives, \$4.00@5.50. Grass cows centered at \$3.25@4.25; well covered Montanas, \$5.60; bulk heifers, \$3.75@5.75; Montanas, \$6.50. Cutters centered at \$2.00@3.00; bulls, \$3.25@3.75. Vealers showed little change at \$6.00@8.50.

**HOGS**—A slight reaction occurred in the hog market, lights and butchers ruling 25c lower. Sows showed little change. Better 160- to 225-lb. weights sold today at \$7.00@7.40, 225 to 260 lbs., \$6.25@7.00; 260- to 300-lb. averages, \$5.50@6.25; heavier weights, down to \$5.25; sows, largely \$4.50@5.00; pigs and light lights, \$7.00, these being largely 50c lower.

**SHEEP**—Fat lambs worked unevenly 50c, spots 75c lower, best range offerings going at \$7.00. Better natives, largely \$6.25@6.75; bucks, \$5.25@5.75; throwouts, \$3.50@4.00. Ewes continued unchanged at \$1.50@3.00.

### SIOUX CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Sioux City, Ia., Aug. 6, 1931.

**CATTLE**—Fed yearlings and better grade yearling heifers advanced fully 25c for the week. Good and choice matured steers were firm, while others remained about steady. Choice 965-lb. yearlings topped at \$9.10, mixed light yearlings scored \$9.00 and light heifers sold up to \$8.75. Medium weight beefs ranged up to \$8.50@8.60, and heavy bullocks stopped at \$8.40. Most steers and yearlings cashed at \$7.00@8.50. Grassy she stock finished weak to 25c lower; most beef cows late, \$3.25

@4.00. Vealers held firm; practical top, \$7.00. Medium bulls ruled steady; bulk, \$3.25@3.75.

**HOGS**—Light butchers encountered some difficulty and sold around 10c lower, while weightier kinds received considerable demand from shippers and ruled strong. Packing sows finished with little change. Top light hogs brought \$7.50 late, and most 160- to 220-lb. averages went at \$7.10@7.35. Most 230 to 260 lbs. were salable at \$6.25@7.00; 270- to 350-pounders, mainly \$5.25@6.10. Packing sows bulked \$4.35@5.35, and best lights earned \$5.40.

**SHEEP**—Fat lambs ruled fully 25c lower than a week ago, quality and unusually heavy sorting considered, as the bulk of all classes turned at \$6.50@7.00, culs ranging down to \$4.00 and top lambs stopping at \$7.00. Aged sheep showed weakness as load lots of fat ewes brought \$1.50@3.00. Odd bunches of yearlings went at \$5.00 down.

### ST. JOSEPH

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, Mo., Aug. 6, 1931.

**CATTLE**—Fed steers and yearlings show mostly a 25c advance, extremes more on best light yearlings. Western grassers closed steady; better grade cows about steady; lower grades, 15@25c higher; bulls, 25c lower; best vealers, \$25@50c higher. Week's top was \$8.65, paid for 907-lb. yearlings. Mixed yearlings and steers averaging 1,200 lbs. topped at \$8.50; straight heifers, \$8.40. Bulk of fed steers and yearlings brought \$7.50@8.50; most grassers, \$5.00@6.15; a few wintered and fed lots, \$6.35@7.00; most beef cows, \$3.25@4.50; cutter grades, \$2.00@3.25; bulls, \$2.75@3.50; top vealers, \$7.00.

**HOGS**—Prices tended lower notwithstanding continued small receipts and recent strength in the fresh pork trade. A tendency to narrower price spreads between light and heavy hogs was observable, but all classes weakened except sows, which figured steady to a shade higher. The butcher hog market averaged around 25c lower; top, \$7.50 today, excepting one short load early at \$7.60; most sales, 170 to 230 lbs., \$7.10@7.50; 240 to 270 lbs., \$6.25@7.00; 280 to 300 lbs., \$5.85@6.10; 325 to 350 lbs., \$5.50@5.75; sows, \$4.25@5.25.

**SHEEP**—Fat lamb prices dropped back to season's low again; top, \$7.00 for both range and native lambs.

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### CORN BELT DIRECT TRADING.

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., August 6, 1931.

Marketings of hogs at 24 concentration points and 7 packing plants in Iowa and Minnesota were of moderately light proportions and the losses of late last week mostly were regained. Compared with a week ago, prices are generally steady to 10c lower. Late bulk, 170 to 220 lbs., \$7.10@7.35, a few up to \$7.50 in spots; 230 to 260 lbs., largely \$6.70@7.20; most 270 to 300 lbs., \$5.85@6.60; big weight butchers, down to around \$5.25; bulk good sows, \$4.00@5.00, a few up to \$5.25.

Receipts of hogs unloaded daily at these 24 concentration yards and 7 packing plants week ended Aug. 6:

	This week.	Last week.
Friday, July 31.....	15,700	13,500
Saturday, Aug. 1.....	15,300	15,600
Monday, Aug. 3.....	32,200	31,200
Tuesday, Aug. 4.....	7,800	7,100
Wednesday, Aug. 5.....	8,600	11,300
Thursday, Aug. 6.....	12,100	14,800

Unless otherwise noted, price quotations are based on transactions covering deliveries showing neither excessive weight shrinkage, nor excessive fills.

### RECEIPTS AT CHIEF CENTERS.

Combined receipts at principal markets, week ended Aug. 1, 1931:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended Aug. 1.....	216,000	397,000	347,000
Previous week.....	192,000	410,000	327,000
1930.....	159,000	431,000	295,000
1929.....	224,000	505,000	276,000
1928.....	201,000	467,000	267,000
1927.....	227,000	528,000	250,000

Hogs at 11 markets:

Week ended Aug. 1.....	352,000
Previous week.....	353,000
1930.....	384,000
1929.....	443,000
1928.....	414,000
1927.....	469,000

At 7 markets:	Cattle.	Hogs.	Sheep.
Week ended Aug. 1.....	176,000	317,000	230,000
Previous week.....	150,000	316,000	226,000
1930.....	118,000	335,000	215,000
1929.....	166,000	382,000	212,000
1928.....	149,000	357,000	202,000
1927.....	174,000	392,000	191,000

### U. S. INSPECTED HOG KILL.

At nine centers during week ended Friday, July 31, 1931:

Week ended July 31.....	Prev. week.	Cor. week, 1930.
Chicago.....	87,082	105,556
Kansas City, Kan.....	11,408	11,068
Omaha.....	29,472	27,994
East St. Louis.....	32,347	30,988
St. Louis.....	17,861	19,088
St. Paul.....	30,349	45,180
St. Joseph.....	26,588	34,510
Indianapolis.....	10,727	12,276
New York and J. C.....	30,928	35,697
Total.....	260,005	300,693

\*Includes St. Louis, Mo.

### Information furnished regarding trading in contracts for future delivery, upon request



## LIVESTOCK PRICES AT LEADING MARKETS.

Livestock prices at five leading Western markets Thursday, Aug. 6, 1931:

Hogs (Soft or oily hogs and roasting pigs excluded):

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.					
Lt. lt. (140-160 lbs.) gd-ch.	\$ 7.25@	7.85	\$ 7.50@	8.00	\$ 7.00@	7.75	\$ 6.75@	7.45	\$ 7.00@	7.50
Lt. wt. (160-180 lbs.) gd-ch.	7.25@	8.00	8.50@	8.00	7.10@	7.75	7.15@	7.60	7.25@	7.50
(180-200 lbs.) gd-ch.	7.25@	8.00	7.85@	8.00	7.10@	7.75	7.15@	7.60	7.25@	7.50
Med. wt. (200-220 lbs.) gd-ch.	7.25@	8.00	7.85@	8.00	7.10@	7.60	7.10@	7.60	7.00@	7.50
(220-250 lbs.) gd-ch.	7.25@	8.00	7.85@	8.00	7.10@	7.60	7.10@	7.60	7.25@	7.50
Hvy. wt. (250-290 lbs.) gd-ch.	5.65@	6.75	5.90@	6.85	5.00@	5.75	5.40@	6.15	5.00@	5.75
Pkg. sows (275-500 lbs.) med-ch.	4.50@	6.00	4.35@	5.75	4.25@	5.40	4.25@	5.25	4.25@	5.25
Hhr. pigs (100-130 lbs.) gd-ch.	6.25@	7.25	6.75@	7.50	6.50@	7.25	7.00@	7.25	6.50@	7.25
Avg. cost & wt. Thurs. (pigs excl.)	6.49-239 lbs.	7.38-219 lbs.	5.62-289 lbs.	6.56-255 lbs.	.....	.....	.....	.....	.....	.....

Butcher Cattle and Calves:

STEERS (900-900 LBS.):

Choice	9.00@	9.50	9.00@	9.25	8.50@	9.25	8.75@	9.25	8.40@	9.00
Good	8.25@	9.00	7.75@	9.00	7.75@	8.50	7.50@	8.75	7.50@	8.40
Medium	6.50@	8.25	5.50@	7.75	6.75@	7.75	5.50@	7.50	6.50@	7.50
Common	4.50@	6.50	4.25@	5.50	5.00@	6.75	4.25@	5.50	4.50@	6.50

STEERS (900-1,100 LBS.):

Choice	9.00@	9.50	8.75@	9.25	8.50@	9.25	8.25@	9.25	8.40@	9.00
Good	8.25@	9.00	7.50@	8.75	7.50@	8.50	7.50@	8.75	7.50@	8.40
Medium	6.00@	8.25	5.50@	7.50	6.25@	7.75	5.25@	7.50	6.00@	7.50
Common	4.50@	6.50	4.25@	5.50	5.00@	6.75	4.25@	5.50	4.50@	6.50

STEERS (1,100-1,300 LBS.):

Choice	8.50@	9.25	8.00@	8.75	8.00@	9.00	7.50@	8.75	7.75@	8.75
Good	7.75@	8.50	7.00@	8.00	7.25@	8.50	6.75@	8.00	6.75@	8.00
Medium	6.00@	7.75	5.25@	7.00	6.00@	7.50	5.25@	7.00	5.50@	7.00

STEERS (1,300-1,500 LBS.):

Choice	8.25@	9.25	8.00@	8.50	7.50@	8.50	7.25@	8.50	7.50@	8.25
Good	7.50@	8.25	6.75@	8.00	6.75@	7.75	6.50@	7.50	6.50@	7.50

HEIFERS (550-850 LBS.):

Choice	8.75@	9.25	8.25@	9.50	8.00@	9.00	8.00@	9.00	7.50@	8.50
Good	7.75@	8.75	7.50@	8.25	7.00@	8.00	6.75@	8.25	6.00@	7.50
Medium	4.75@	7.00	5.50@	6.75	5.75@	7.00	5.00@	6.75	4.50@	6.00
Common	3.00@	4.75	3.50@	5.50	4.00@	5.75	3.00@	5.00	3.25@	4.50

BULLS (YRS. EX. BEEF):

60-ch.	4.00@	4.75	4.00@	4.75	3.50@	4.25	3.75@	4.25	3.85@	4.50
Cul-med.	3.00@	4.50	2.50@	4.00	3.00@	4.00	2.25@	3.75	3.00@	3.85

WEIFERS (MILK-FED):

60-ch.	8.50@	10.00	7.00@	8.50	7.00@	8.00	5.50@	7.50	6.00@	8.50
Medium	6.50@	8.50	5.00@	7.00	5.00@	7.00	4.00@	5.50	4.00@	6.00
Cul-com.	5.00@	6.50	2.75@	5.00	3.00@	5.00	2.00@	4.00	3.00@	4.00

CALVES (250-500 LBS.):

60-ch.	5.00@	7.00	6.50@	9.00	6.00@	7.50	4.50@	7.00	4.00@	5.00
Com-med.	3.00@	5.00	3.00@	6.50	3.00@	6.00	2.00@	4.50	2.50@	4.00

Butcher Sheep and Lambs:

LAMBS:

(90 lbs. down) —Gd-ch.	6.75@	7.85	6.50@	7.25	6.75@	7.00	6.25@	7.15	6.25@	7.00
Medium	4.75@	6.75	5.00@	6.50	5.25@	6.75	5.00@	6.25	5.25@	6.25
(All weights) —Common	3.50@	4.75	3.50@	5.00	3.50@	5.25	3.50@	5.00	3.50@	5.25

YEARLING WETHERS:

(90-110 lbs.) —Med-ch.	3.50@	6.25	3.00@	6.00	3.50@	5.50	3.50@	5.00	3.00@	5.50
(120-150 lbs.) —Med-ch.	2.25@	3.25	2.00@	3.00	2.00@	3.25	2.25@	3.25	2.00@	3.00
(All weights) —Cul-com.	1.75@	3.00	1.50@	2.50	1.75@	3.00	2.00@	3.00	1.50@	3.00

EWES:

(90-120 lbs.) —Med-ch.	2.25@	3.25	2.00@	3.00	2.00@	3.25	2.25@	3.25	2.00@	3.00
(120-150 lbs.) —Med-ch.	1.75@	3.00	1.50@	2.50	1.75@	3.00	2.00@	3.00	1.50@	3.00
(All weights) —Cul-com.	.75@	2.25	1.00@	2.00	.75@	2.00	1.00@	2.25	1.00@	2.00

DENVER YARDAGE RATES DOWN.

Reduction in the yardage rates for livestock at the Denver Union Stock Yards have been announced by Renick W. Dunlap, acting secretary of agriculture, effective early in September. The order was issued July 28 and goes into effect in 45 days.

The rate on livestock received at the yards by rail is reduced from 35c to 28c per head on cattle, from 25c to 18c for calves, from 12c to 10c for hogs and from 8c to 6½c for sheep. Reductions in the same amounts are made with respect to the present rates on livestock received at the yards by truck or on foot, except that the rate on calves is reduced 6c instead of 7c. The new rates for such receipts are 33c for cattle, 21c for calves, 12c for hogs and 8½c for sheep.

It has been the practice of the Denver Yards company to yard the livestock of so-called dealers or traders without making charges therefor. The order of the department expresses the opinion that shippers should not pay the expense of this free service. Therefore the reduced rates prescribed in the order are based on the principle that a fair rate should be charged for this

## LIVESTOCK PRICES COMPARED.

Prices of meat animals at Chicago for week ending Aug. 1, as compared with previous week and same week year ago, reported officially by U. S. Bureau Agricultural Economics:

Week  
Aug. 1  
1931  
1930

## SLAUGHTER CATTLE AND VEALERS.

Steers (900-1,100 lbs.):	Choice	\$ 8.94	\$ 6.68	\$ 10.55
Good	8.22	8.02	9.62	
Medium	7.00	7.10	8.35	
Common	5.70	5.95	6.35	
(1,100-1,300 lbs.):	Choice	8.55	8.12	10.55
Good	7.80	7.38	9.48	
(1,300-1,500 lbs.):	Choice	8.28	7.94	10.39
Good	7.45	7.18	9.38	

Heifers (550-850 lbs.):	Choice	8.75	8.51	9.70
Good	7.70	7.75	8.85	
Medium	6.32	6.70	7.62	
Cows:	Choice	5.95	5.70	7.12
Good	4.75	4.80	6.00	
Common and medium	3.00	3.90	4.50	

Vealers (milk-fed):

Good and choice: 8.88

Medium: 7.15

—

Beef Steers Sold at Chicago Out of First Hands for Slaughter: Weighted Average.

Choice and prime:	8.41	8.10	10.16
Good	7.91	7.64	9.33
Medium	7.08	7.14	8.30
Common	5.78	6.02	6.58

Average all grades: 7.85

7.07

8.91

## HOGS.

Light wgt. (160-180 lbs.):	Good and choice:	7.95	7.62	9.52
(180-200 lbs.):	Good and choice:	8.10	7.70	9.52
Med. wgt. (200-220 lbs.):	Good and choice:	8.05	7.68	9.46

(220-250 lbs.):	Good and choice:	7.64	7.36	9.27
Good and choice:	6.95	6.73	8.93	
(290-350 lbs.):	Good and choice:	6.22	5.91	8.63

## RECEIPTS AT CENTERS

SATURDAY, AUGUST 1, 1931.

	Cattle.	Hogs.	Sheep.				
Chicago	600	5,000	2,000	Milwaukee	200	400	100
Kansas City	50	600	1,200	Denver	100	300	3,700
Omaha	125	4,500	1,000	Louisville	300	600	1,000
St. Louis	400	3,000	100	Wichita	200	500	200
St. Joseph	100	2,500	1,000	Indianapolis	300	3,000	500
Sioux City	200	3,500	700	Pittsburgh	500	1,600	2,600
St. Paul	600	700	200	Cincinnati	300	800	900
Oklahoma City	200	500	100	Cleveland	200	1,000	1,200
Fort Worth	300	1,500	2,800	Nashville	100	200	200
Milwaukee	200	200	100				
Denver	100	200	100				
Louisville	100	700	100				
Wichita	200	1,000	500				
Indianapolis	100	300	300				
Pittsburgh	200	400	300				
Cincinnati	200	200	300				
Buffalo	300	300	100				
Cleveland	200	100	100				
Nashville	200	100	100				

MONDAY, AUGUST 3, 1931.

	Cattle.	Hogs.	Sheep.				
Chicago	17,000	33,000	17,000	Chicago	27,185	26,551	16,374
Kansas City	15,000	4,000	8,000	Kansas City	18,681	15,356	20,483
Omaha	12,800	10,500	24,000	St. Louis	22,626	18,194	13,145
St. Louis	5,800	6,500	3,000	St. Joseph	14,355	13,082	10,205
St. Joseph	1,700	3,500	4,500	Sioux City	10,522	5,147	8,224
Sioux City	5,500	5,500	6,000	Wichita	10,486	7,824	8,205
St. Paul	9,000	10,000	5,000	Fort Worth	2,064	1,851	1,275
Oklahoma City	1,300	1,100	1,200	Philadelphia	7,900	6,980	—
Fort Worth	4,500	6,000	6,000	Indiansapolis	1,762	1,647	1,173
Milwaukee	300	1,300	100	New York & Jersey City	1,578	1,566	6,453
Denver	100	500	400	Oklahoma City	8,353	8,657	4,220
Louisville	1,600	2,000	500	Cincinnati	4,277	4,277	2,299
Wichita	300	1,500	3,100	Denver	4,251	3,583	2,005
Indianapolis	1,000	1,500	4,600		1,843	2,151	—
Pittsburgh	1,800	2,800	4,600				
Cincinnati	1,300	1,700	3,000				
Buffalo	900	900	900				
Cleveland	300	1,000	900				
Nashville	300	1,000	900				

TUESDAY, AUGUST 4, 1931.

	Cattle.	Hogs.	Sheep.				
Chicago	6,000	14,000	13,000	Chicago	63,096	84,451	105,556
Kansas City	8,000	2,800	4,000	Kansas City	7,662	6,644	19,572
Omaha	10,400	12,500	20,000	Omaha	40,176	34,232	38,687
St. Louis	5,000	6,500	3,000	St. Louis	10,479	18,246	25,370
St. Joseph	2,200	2,800	3,800	St. Joseph	9,310	10,787	14,372
Sioux City	4,000	9,000	6,000	Sioux City	24,600	31,295	27,110
St. Paul	1,000	400	1,500	Wichita	8,773	7,409	4,753
Oklahoma City	1,000	400	200	Fort Worth	3,100	2,409	11,333
Fort Worth	600	1,200	500	Philadelphia	11,083	11,089	11,642
Milwaukee	500	2,100	400	Indiansapolis	10,324	9,927	30,341
Denver	100	500	400	New York & Jersey City	2,962	2,962	3,594
Louisville	100	1,700	600	Cincinnati	13,243	14,162	14,424
Wichita	1,400	3,000	2,000	Denver	0,733	1,845	5,134
Indianapolis	100	300	500				
Pittsburgh	500	1,300	800				
Cincinnati	100	400	800				
Buffalo	200	1,000	1,200				
Cleveland	300	300	900				
Nashville	300	1,000	900				

WEDNESDAY, AUGUST 5, 1931.

	Cattle.	Hogs.	Sheep.				
Chicago	14,000	18,000	10,000	Chicago	47,615	51,316	38,671
Kansas City	3,500	2,500	8,000	Kansas City	22,377	13,089	26,233
Omaha	7,000	14,000	12,000	St. Louis	42,051	43,406	42,127
St. Louis	3,500	6,000	3,500	St. Joseph	10,903	11,424	10,467
St. Joseph	1,600	3,500	6,500	Sioux City	23,991	11,116	20,717
Sioux City	3,000	18,000	5,500	Wichita	12,608	16,342	15,876
St. Paul	2,400	400	2,500	Fort Worth	2,718	1,522	795
Oklahoma City	2,700	300	3,800	Philadelphia	20,695	18,325	5,160
Fort Worth	600	800	400	Indiansapolis	9,623	10,185	610
Milwaukee	300	800	1,500	New York & Jersey City	81,253	80,318	58,072
Denver	100	800	400	Cincinnati	967	967	579
Louisville	200	1,200	100	Denver	5,054	6,807	3,561
Wichita	1,100	3,000	1,500		5,270	738	—
Indianapolis	300	1,900	2,300				
Pittsburgh	300	1,500	500				
Cincinnati	200	400	800				
Buffalo	400	700	300				
Cleveland	200	500	300				
Nashville	200	1,000	900				

THURSDAY, AUGUST 6, 1931.

	Cattle.	Hogs.	Sheep.				
Chicago	6,000	15,000	12,000	Toronto	\$ 7.75	\$ 7.50	\$11,750
Kansas City	1,500	4,000	5,000	Montreal	6.75	6.50	8,00
Omaha	4,500	14,000	10,000	Winnipeg	5.35	5.00	8,00
St. Louis	2,500	5,500	1,000	Calgary	7.00	7.50	9,00
St. Joseph	1,200	4,500	5,200	Edmonton	6.00	7.50	9,00
Sioux City	2,000	9,000	8,000	Prince Albert	4.50	5.00	7,50
St. Paul	2,300	5,000	6,000	Moose Jaw	6.00	6.00	7,00
Oklahoma City	900	700	300	Saskatoon	5.25	5.50	7,00
Fort Worth	1,500	400	400				
Milwaukee	300	500	1,000				
Denver	300	800	300				
Louisville	300	4,000	1,500				
Wichita	300	500	300				
Indianapolis	100	500	1,300				
Pittsburgh	400	1,300	1,300				
Cincinnati	200	1,100	600				
Buffalo	300	400	800				
Cleveland	300	300	800				
Nashville	300	300	800				

FRIDAY, AUGUST 7, 1931.

	Cattle.	Hogs.	Sheep.				
Chicago	1,500	14,000	6,000	Toronto	\$ 9.10	\$ 9.75	\$12,750
Kansas City	1,300	600	2,000	Montreal	9.50	10.50	13,000
Omaha	1,300	11,500	11,000	Winnipeg	8.00	8.25	12,000
St. Louis	1,000	5,500	2,500	Calgary	7.75	9.00	11,600
St. Joseph	900	3,000	2,500	Edmonton	6.00	7.00	9,000
Sioux City	1,000	9,500	11,000	Prince Albert	7.50	8.00	12,000
St. Paul	1,600	500	200	Moose Jaw	8.20	8.00	11,700
Oklahoma City	1,100	300	2,500	Saskatoon	8.45	8.00	12,200
Fort Worth	1,100	300	2,500		11.75	11.75	—

## THE NATIONAL PROVISIONER

## RECORD 1931 LAMB CROP.

The 1931 lamb crop of the United States is larger than the 1930 crop by about 8 per cent, equivalent to about 2,300,000 head, according to reports of the U. S. Department of Agriculture. The indicated lamb crop is 31,684,000 head, compared to 29,364,000 in 1930 and 26,637,000 in 1929. The number of lambs saved per hundred ewes one year old and over on January 1 was 89.6 in 1931, 87.4 in 1930 and 83.6 in 1929. This is the largest percentage lamb crop in the 8 years for which similar reports have been made.

Both the native and Western lamb crops were larger this year than last. The crop in the native sheep states was about 6 per cent or 600,000 head larger than in 1930. The native lamb crop this year totals 10,580,000 head, compared to 9,991,000 head in 1930 and 9,388,000 head in 1929.

The Western lamb crop of 1931 is about 9 per cent, or 1,800,000 head larger than that of 1930 and about 22 per cent larger than that of 1929. The lamb crop is larger this year than last in all of the Western sheep states except Utah, with the largest increase in Texas where conditions were very favorable for saving a large lamb crop and where last year they were unfavorable. The lamb crop in the 13 Western states was 21,104,000 in 1931, 19,373,000 in 1930 and 17,249,000 in 1929.

## NEW SLAUGHTER HOG GRADES.

(Continued from page 20.)

plied, is advantageous to producers, distributors and packers. Standards now recommended for use are tentative. Further study of their practicability will be continued by the bureau, and modification made as experience indicates such desirability.

"It is hoped that these standards will rapidly come into general use by all branches of the industry. Their effectiveness can best be determined by practical use. The cooperation of all groups in the industry is needed. Constructive criticisms and suggestions are always welcomed by the bureau."

## CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended August 1, 1931, were 4,682,000 lbs.; previous week, 4,883,000 lbs.; same week last year, 3,334,000 lbs.; from January 1 to August 1 this year, 124,579,000 lbs.; same period a year ago, 17,282,000 lbs.

Shipments of hides from Chicago for the week ended August 1, 1931, were 4,036,000 lbs.; previous week, 2,266,000 lbs.; same week last year, 2,266,000 lbs.; from January 1 to August 1 this year, 108,705,000 lbs.; same period a year ago, 99,867,000 lbs.

## WEEKLY HIDE IMPORTS.

Imports of cattle hides at leading U. S. ports, week ended August 1, 1931:

Week ending	New York.	Boston.	Philad.
July 25, 1931	42,306	5,628	1,486
July 18, 1931	11,471	—	15,000
July 11, 1931	27,431	—	10,200
To date, 1931	42,306	5,628	1,486
To date, 1930	11,471	—	15,000
To date, 1931	402,477	37,354	22,135
To date, 1930	49,460	34,342	5,858
To date, 1931	3,733	—	622
To date, 1930	614,919	373,007	—

## Hide and Skin Markets

### Chicago.

**PACKER HIDES**—The position of the hide market is not clearly defined as the week closes. Two packers sold their native and branded steers and also branded cows early in the week at unchanged prices, no light native cows moving. Some heavy native cows moved later by another packer at steady price. Prices on the New York Hide Exchange declined rapidly during the week, with nearby months \$1.25 below last week at present and late futures \$1.00 down. Some trading by outside independent packers, mentioned below, and also the movement of August hides by the local small packer association, who sell on big packer grading, at a half-cent down for most descriptions but a full cent for light native cows and extreme native steers, weakened the position of the price structure.

Two of the larger packers are offering hides at present at last week's trading prices. Buyers' ideas are a cent lower on light native cows, but some bids are reported for branded steers at a half-cent down. Packers' stocks, in general, are reported light and the holders of hides appear willing to look on for the time being, having in mind the recent more than seasonal activity of shoe manufacturers.

One packer sold 800 June-July spray native steers at 13c. Another packer sold 2,000 July-August native steers early at 12c; a car of washed native steers was moved later by an Indiana packer at 12c for August. Extreme native steers last sold at 12c by big packers.

Two packers sold 2,800 July-August butt branded steers early at 12c, and 3,000 Colorados at 11½c, steady. One lot of 2,000 heavy Texas steers sold for export to net 12.20c, Chicago; last sales locally was at 12c. Light Texas steers last sold at 11½c, and extreme light Texas steers at 11c.

One lot of 2,000 heavy native cows, forward dating, sold at 11½c, steady, around mid-week. Light native cows generally offered at 12c, with best bid 11c at the moment for Julys. Two packers sold 5,100 branded cows early at 11c, steady.

One packer sold 2,000 June-July-August native bulls at 7c, steady. Branded bulls about 6c, nom.

An outside independent packer sold 3,000 June native steers mid-week at 11½c, 900 June-July butt branded steers at 11½c, 950 May-June-July Colorados at 11c, and 2,100 June-July branded cows at 10½c.

South American market about steady but exchange rate declined. One lot of 8,000 Nacional Uruguay steers sold at \$33.50 gold, equal to 10-9/16c, c.i.f. New York, as against \$33.62½ or 11-1/16c last week.

**SMALL PACKER HIDES**—Small packer market cleaned up earlier locally to end of July; market dull and buyers' ideas about a cent under last trading prices of 12c for native all-weights and 11c for branded.

Local small packer association sold August production in two lots; sales mid-week were 3,000 August native steers at 11½c, 1,000 Colorados at 11c, 4,000 branded cows at 10½c, tanner business; later, five cars of August light native cows sold at 11c, and one car

extreme native steers at 11c for Exchange purposes.

**COUNTRY HIDES**—Country hides are slow sale, and the market is easier. Some all-weights sold early at 7½c, selected, deviled, for 48 lb. av., but best bid now 7c. Heavy steers and cows show around 7c, nom. Couple cars buff weights sold at 7c and this is bid, with some asking 7½c. Couple cars 25/45 lb. extremes sold at 9c and market generally quoted 9@9½c, with most bids in at 8½c. Bulls slow around 4½c, nom. All-weight branded quoted 6@6½c, flat, less Chicago freight.

**CALFSKINS**—Trading still awaited here to establish this market, which is quoted in a nominal way at 16@17c, with last trading in June regular run at 16c; market dull.

Chicago city calfskins declined another half-cent when a car 8/10 lb. sold at 11c, and a car 10/15 lb. at 14½c; buyers' ideas around a half-cent lower at present. Outside city calf quoted around 12½c, nom., for 8/15 lb.; mixed cities and countries around 10½@11c, nom.; straight countries, 10c.

**KIPS KINS**—Market quiet, with trading previous week in July native kipskinds at 13½c for northerns, southerns a cent less, and over-weights at 12½c for northerns.

Chicago city kipskinds quoted 12c last paid, previous week; market dull. Outside cities around 11½c; mixed cities and countries 10@10½c; straight countries around 10c.

Packer regular slunks last sold at 80c; hairless 25@30c, nom.

**HORSEHIDES**—Market slow and demand lacking, due in part to low prices of foreign horsehides. Good city renderers quoted \$3.00@3.25; mixed city and country northern lots \$2.50@3.00 asked; straight countries around \$2.00.

**SHEEPSKINS**—Dry pelts steady at 9½c paid for full wools. Big packer shearlings continue in good demand for better quality goods and production light; car sold this week at 65c for No. 1's and 35c for No. 2's, with earlier sales at 62½c and 32½c. Summer pickled skins quoted \$3.37½@3.50, with last sales at Chicago at inside figure. Better quality skins at New York quoted \$4.25 per doz. last paid. Small packer lamb pelts quoted around 50c.

**PIGSKINS**—No interest in No. 1 stripes for tanning; quoted 3@5c, nom. Fresh frozen gelatine scraps nominally 2c per lb. Chicago, for prompt and 2½c for forward shipment.

### New York.

**PACKER HIDES**—Two packers sold their July productions early this week, total of 1,900 native steers at 12c, 2,100 butt branded steers at 12c, and 6,100 Colorados at 11½c, all steady prices. One packer still holding half of July branded hides, another holding half of natives and brands.

**COUNTRY HIDES**—Trading continues slow and prices a shade easier. Buff weights generally considered top at 7c, and 25/45 lb. mid-west extremes at 9@9½c, although some are held higher.

**CALFSKINS**—Calfskin market slow and heavy skins draggy. About 7,000 of 5-7 cities sold early at \$1.10, about steady. Some negotiations under way

on 7-9 and 9-12 skins; former quoted early at \$1.40@1.50 and 9-12's last sold at \$2.12½ for cities.

### New York Hide Exchange Futures.

Saturday, August 1, 1931—Close: Aug. 10.20n; Sept. 10.60n; Oct. 11.00n; Nov. 11.50n; Dec. 11.95 sale; Jan. 12.20n; Feb. 12.50n; Mar. 12.88 sale; Apr. 13.15n; May 13.40n; June 13.70n; July 13.90 sale. Sales 15 lots.

Monday, August 3, 1931—Close: Aug. 10.20n; Sept. 10.60b; Oct. 11.00n; Nov. 11.50n; Dec. 12.00@12.05; Jan. 12.25n; Feb. 12.55n; Mar. 12.90@12.95; Apr. 13.15n; May 13.40n; June 13.70@13.85; July 13.90n. Sales 22 lots.

Tuesday, August 4, 1931—Close: Aug. 10.20n; Sept. 10.60@10.70; Oct. 11.00n; Nov. 11.50n; Dec. 12.00@12.05; Jan. 12.30n; Feb. 12.60n; Mar. 12.95@12.99; Apr. 13.25n; May 13.50n; June 13.80@13.85; July 14.00n. Sales 55 lots.

Wednesday, August 5, 1931—Close: Aug. 9.55n; Sept. 9.95n; Oct. 10.35n; Nov. 10.85n; Dec. 11.33@11.40; Jan. 11.65n; Feb. 11.95n; Mar. 12.33@12.34 sales; Apr. 12.60n; May 12.85n; June 13.15n; July 13.35n. Sales 70 lots.

Thursday, August 6, 1931—Close: Aug. 9.35n; Sept. 9.75n; Oct. 10.25n; Nov. 10.75n; Dec. 11.25@11.30 sales; Jan. 11.55n; Feb. 11.85n; Mar. 12.19 sale; Apr. 12.45n; May 12.65n; June 12.90@13.00; July 13.10 sale. Sales 68 lots.

Friday, August 7, 1931—Close: Aug. 9.10n; Sept. 9.45@9.55; Oct. 9.95n; Nov. 10.45n; Dec. 10.95 sale; Jan. 11.25n; Feb. 11.60n; Mar. 11.95@12.00; Apr. 12.25n; May 12.50n; June 12.75@12.85; July 12.95n. Sales 70 lots.

### CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended Aug. 7, 1931, with comparisons, are reported as follows:

PACKER HIDES.			
Week ended Aug. 7.	Prev. week.	Cor. week, 1930.	
Spr. nat. str.	613	13	@13½n 14½@15
Hvy. nat. str.	612ax	6	@12
Hvy. Tex. str.	612ax	6	@12
Hvy. butt brand'd str.	612ax	6	@13½
Hvy. Col. str.	611½ax	6	@13
Ex-light Tex. str.	611ax	6	@11
Brnd'd cows.	611ax	6	@10
Hvy. nat. cows	611½	11½@12	11½@12
Lt. nat. cows	612	6	@11
Nat. bulls	67	7	@7
Brnd'd bulls	66n	6	@6
Calfskins	617n	10	617½
Kips, nat.	613½	6	613½
Kips, ov-wt.	612½	6	612½
Kips, brnd'd.	610½n	10	610½n
Slunks, reg.	680	60	612½
Slunks, hrs.	630	25	630

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

### CITY AND SMALL PACKERS.

Nat. all-wts.	11	@12n	@12	@11
Brnd'd	10½@11n	11	11	@10
Nat. bulls	67n	6	7n	7n
Brnd'd bulls	66n	6	6n	6n
Calfskins	12½@13n	13	13½@14n	13½@14n
Kips	612	6	612	612½
Slunks, reg.	70@12½	75	75	75
Slunks, hrs.	625	25	25	20

COUNTRY HIDES.				
Hvy. steers.	7n	6½	7½@8	8
Hvy. cows	7b	7½@8	8	8½
Buffs	9½	9½@10	10	10½@10½
Extremes	0	9½	9½@10	10
Bulls	4½n	5	5	5
Calfskins	10	10	10@10½	10@10½
Kips	10	10	10@10½	10@10½
Light calf	30@40	40@50	50	50@60
Deacons	30@40	40@50	50	50@60
Slunks, reg.	25@35	25@35	35@50	50@60
Slunks, hrs.	10@10n	5@10n	5@10n	5@10n
Horsehides	2.00@3.25	2.00@3.50	3.00@4.00	

SHEEPSKINS.				
Pkr. lambs	.....	.....	.....	.....
Sml. pkr.	45	45	45	45
lambs	45	45	45	45
Pkr. shearlings	65	65	65	65
Dry pelts	35	9½@10	10	10

# Chicago Section

Walter B. Hulme, provision broker, spent the week-end at Cincinnati, O., visiting old friends.

E. S. Urwitz, general manager of the Dryfus Packing Co., Lafayette, Ind., was a visitor in Chicago this week.

Jay C. Hormel, president of George A. Hormel & Co., Austin, Minn., was in Chicago for a day this week.

D. P. Cosgrove, vice president of Sterne & Son Co., has gone to Canada for that long-looked-forward-to fishing trip. Let's hope he's not disappointed in the number and size of his catch.

H. J. Mayer, Jr., of H. J. Mayer & Sons Co., left with his family this week on a two-weeks vacation trip to the Wisconsin Dells and other Northern Wisconsin points of interest.

L. J. Lee, of Lee & Waldron, left Thursday night with his family on a vacation trip through the mountain regions of the West. He will be gone two weeks.

Purchases of livestock at Chicago by principal packers, for the first four days of this week totaled 21,740 cattle, 5,427 calves, 22,004 hogs and 35,784 sheep.

H. K. Becker, vice president and general manager of the Peters Machine Co., returned this week from a month spent at Atlantic Beach and other vacation resorts in the East, accompanied by his family.

Provision shipments from Chicago for the week ended August 1, 1931, with comparisons, were as follows:

	Last wk.	Prev. wk.	1930
Cured meats, lbs.	12,027,000	15,403,000	12,908,000
Fresh meats, lbs.	42,278,000	42,314,000	46,121,000
Lard, lbs. ....	5,568,000	4,587,000	4,745,000

L. A. Sucher, secretary-treasurer of the Chas. Sucher Packing Co., Dayton, O., was a caller at the office of THE NATIONAL PROVISIONER during the past week. Mr. Sucher, with his family, was returning to Dayton after an automobile vacation trip through the Central West.

John T. Agar, of the Agar Packing & Provision Co., left New York last Monday, accompanied by Mrs. Agar on an ocean vacation trip which will take him north along the Eastern sea coast to the Gulf of St. Lawrence, around the Gulf and down the St. Lawrence river to Quebec. The trip will be a leisurely one, as Mr. Agar left no definite date for his return.

## IMPORT CHEESE DUTY.

Duty on imported cheese will in future be assessed on its landed weight rather than on the weight at the time of shipment, in accordance with a recent ruling of the treasury department. On investigation it was found that cheese is not improved by evaporation which may occur during transportation, thus its value is not enhanced.

## In the Good Old Days

Under this heading will appear from time to time items about and reminiscences of veterans of the meat packing industry. Contributions from "Old Timers" are invited.

## SERVED TWO GENERATIONS.

When he recently retired to private life, after more than half a century spent in the casing line, Thomas McCarthy looked back on service rendered to two generations of the same family. He started work for Sigmund Oppenheimer, founder of S. Oppenheimer & Co., in 1879 as a young boy. At this time the processing of casings was operated entirely by hand. As time progressed, serving father, then son, he saw the development of mechanical manufacturing and many other improvements, which have made the casing business what it is today.

He was general superintendent of the company when he left it after 40 years of service to take a similar position with the Oppenheimer Casing Co., where his employer was Harry D. Oppenheimer, of the second generation of his employment. He has a very wide acquaintance among packers and sausagemakers both in the U. S. and Can-

smile and energy never failed him and were the subject of much comment among his associates. He retires with the best wishes of both employers and acquaintances for a long life of health and happy leisure.

## GRIM REAPER TAKES TOLL.

George F. Madsen, superintendent of the Albany Packing Co., Albany, N. Y., since the company was organized in 1924, died at the Glens Falls, N. Y., hospital on July 22. He was 61 years old. In January he suffered a nervous breakdown and received a leave of absence from his work. Since then he had spent his time between Florida and his summer home on the Schroon river in an endeavor to regain his health.

John Mueller, wholesale and retail meat dealer in Milwaukee, Wis., died last week at the age of 84. He was born in Exheim, Germany, and went to Milwaukee at the age of 16. He was known as the oldest active meat butcher in Wisconsin.

Sam Rosenthal, Trenton, N. J., who for many years conducted a retail meat store and later a wholesale meat business in that city, died on July 30 at the age of 57.

## MEAT QUALITY AND FLAVOR.

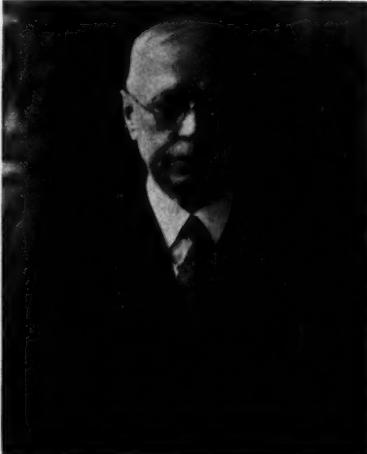
(Continued from page 22.)

This work of the colleges and the government is said to be the greatest cooperative research project ever conducted in any field. It has been under way for the past seven years, having been introduced by the National Live Stock and Meat Board in 1924, and now is beginning to bring results which, it is said, are proving highly beneficial to both the live-stock producer and the meat consumer.

In their investigations the institutions are going into all phases of the subject. They are studying breeding and feeding of the meat animals, slaughter methods, processing of the meat, color and texture of meat, and on down the line including cooking of the finished product. At the conference here work of the past year will be reviewed and plans laid for the future.

The work already has upset many time honored ideas of meat cookery. For instance, boiling has been one of the accepted methods of cooking applied to meat through generations, but now, as a result of this study, it is said that meat should not be boiled; it should be simmered. Basting is another practice always followed in the cooking of roasts, but now we learn that women actually have been wasting their time standing at the stove with a ladle and dipping the drippings over the roast. And there are countless other new and revolutionary facts of great importance to the housewife which have been uncovered thus far and much yet remains to be done.

In the cooking phase of the national study literally thousands of pieces of meat have been cooked in experimental ovens. This extensive cooking work



FRIENDSHIP THROUGH SERVICE.

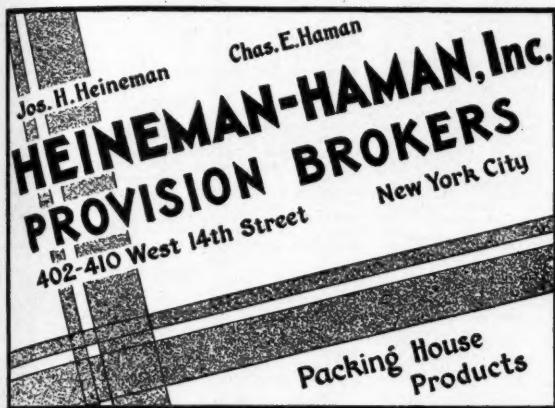
When Thomas McCarthy retired, after over half a century in the casing business, he left a host of friends and not an enemy.

ada, as he has opened up and supervised many casing cleaning plants during his career. His chosen field of endeavor required strict attention to his work, but McCarthy always found time and took the opportunity to make strong friendships and win the affection of all with whom he came in contact. His popularity is well deserved.

For the past three years Mr. McCarthy's health has not been of the best, but his indomitable courage and determination seldom allowed his co-workers to know of this condition. His

**F. C. ROGERS, INC.**  
 NINTH AND NOBLE STREETS  
 PHILADELPHIA  
**PROVISION BROKER**

Member of New York Produce Exchange  
 and Philadelphia Commercial Exchange



has been conducted in the Bureau of Home Economics at Washington and at the colleges and is continuing on a large scale. Tasting committees are maintained to score the final results.

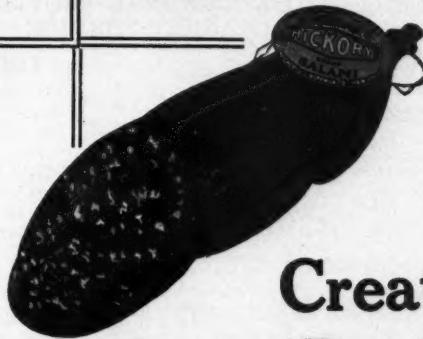
The Chicago conference of workers will be presided over by Dean W. C. Coffey of the University of Minnesota, new chairman of the executive committee. The secretary is E. W. Sheets, chief of the animal husbandry division, U. S. Department of Agriculture. States which will be represented at the meeting are: Arkansas, Colorado, Georgia, Illinois, Indiana, Iowa, Kansas, Louisiana, Maryland, Michigan, Minnesota, Mississippi, Missouri, Montana, Nebraska, New Jersey, New Mexico, New York, North Carolina, North Dakota, Ohio, Oregon, South Carolina, Tennessee, Virginia and West Virginia.

#### SAUSAGE DEMAND INCREASES.

Another evidence of increased sausage consumption comes from a well known sausage manufacturer in the East, who stands for high quality and who reports a June production 15.78 per cent higher than in June, 1930. During the first five months of 1931 his production showed a decline of 1.22 per cent from that of the same 1930 period, but the large June increase transformed this loss into a gain for the period of 1.37 per cent.

Curtailed buying of all food products is certain to have an influence, but the soundness of a quality sausage policy has been demonstrated extensively during the past six months, as in all cases this product either has held its own or maintained a high relative position in meat sales.

**HICKORY BRAND  
B/C SALAMI**



## Creates Extra Profits

Hoffman's Hickory Brand Salami will bring you extra profits. Its large public acceptance brings in the volume, its profitable margin creates profits. For extra profits, profits you couldn't begin to approach any other way, you need Hoffman's Hickory Brand Salami. Write for details.

**J.S. HOFFMAN COMPANY**  
 Chicago New York

#### JUNE CASINGS IMPORTS.

Imports of sausage casings into the United States during June, 1931, as reported by the Foodstuffs Division of the Department of Commerce are:

	Sheep, lamb & goat casings. Lbs.	Other casings. Lbs.
Denmark	25,965	
Germany	49,281	35,983
Netherlands		42,784
Russia	24,694	
Canada	22,493	90,874
Argentina	37,765	357,276
Chile	40,000	78,293
Uruguay	34,434	109,395
British India	14,106	
China	60,544	75,847
Turkey	43,262	
Australia	65,310	35,261
New Zealand	80,848	10,428
South Africa	17,250	
Brazil		21,187
Other countries	31,251	27,888
Total	518,238	917,217

**PACKERS COMMISSION CO.**  
 FORTY-SECOND FLOOR :: BOARD OF TRADE BLDG.  
 EXCLUSIVE PACKERS REPRESENTATIVES  
 PACKING HOUSE PRODUCTS  
 SPECIALIZING IN—DRESSED HOGS—FROM THE CORN BELT  
 CROSS AND KELLY CODES :: LONG DISTANCE PHONE WEBSTER 3113

**ALL GREEN**

"THE  
PISTACHIO  
HOUSE  
OF  
AMERICA"

**PISTACHIO NUTS**

Transform your regular meat products into high-class specialties by using ZENOBIA ALL GREEN BLANCHED PISTACHIO NUTS. They are entirely blanched, always delightfully fresh, ready for immediate use, and very moderately priced. Write today for formula, price and sample.

ZENOBIA CO., INC.

165-167 HUDSON ST.  
 NEW YORK CITY

**BLANCHED**

"THE  
PISTACHIO  
HOUSE  
OF  
AMERICA"

August 8, 1931.

# Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY  
MARKET SERVICE

## CASH PRICES.

Based on actual carlot trading, Thursday,  
August 6, 1931.

### REGULAR HAMS.

	Green. Standard.	Sweet Standard.	Pickled. Fancy.
8-10	14½	15½	16½
10-12	14½	15	16
12-14	14	14½	15½
14-16	13¾	14	15
10-16 range	14	...	...

### BOILING HAMS.

	Green. Standard.	Sweet Standard.	Pickled. Fancy.
16-18	13	14	14½
18-20	12½	13	14
20-22	12½	13	14
16-22 range	12½	...	...

### SKINNED HAMS.

	Green. Standard.	Sweet Standard.	Pickled. Fancy.
10-12	15½	15%	16%
12-14	15	15½	16½
14-16	14½	14½	15½
16-18	13	13½	14½
18-20	11	12½	13½
20-22	9½	11½	13
22-24	9½	11	12
24-26	9	10½	12
25-30	8½	10½	12
30-35	8½	10	12

### PICNICS.

	Green. Standard.	Sweet Standard.	Pickled. Sh. Shank.
4-6	11	11	11½
6-8	10½	10%	11
8-10	7½	8	8½
10-12	7	8	8½
12-14	7	8	8½

### BELLIES.

	Green. Sqdls.	Cured. S.P.	Dry Cured.
6-8	14½	15	15½
8-10	13½	14½	14½
10-12	12½	12½	13½
12-14	11½	11½	12
14-16	10½	11	11½
16-18	10½	10½	11

### D. S. BELLIES.

	Clear. Standard.	Rib. Fancy.
14-16	8½	9½
16-18	8	9½
18-20	7½	9½
20-25	7½	7½
25-30	7½	8½
30-35	7½	7½
35-40	7½	7½
40-50	6½	6½

### D. S. FAT BACKS.

	Standard.	Export Trim.
8-10	6½	6½
10-12	6½	6½
12-14	6½	6½
14-16	6½	6½
16-18	6½	7
18-20	7	7½
20-25	7½	7½

### OTHER D. S. MEATS.

Extra short clears	35-45	Tn
Extra short ribs	35-45	Tn
Regular plates	6-8	6½
Clear plates	4-6	6
Jowl butts	...	6
Green square jowls	...	6½
Green rough jowls	...	6

## PURE VINEGARS

A. P. CALLAHAN & COMPANY  
2407 SOUTH LA SALLE STREET  
CHICAGO, ILL.

## CHICAGO RETAIL MEATS

### Beef.

Week ended  
Aug. 5, '31.

No. No. No. No. No. No.

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	Aug. 5, '31.	Cor. wk.	1930.
No. No. No. No. No. No.	1. 2. 3. 1. 2. 3.		
Rib roast, hvy. end	28	16	30
Rib roast, lt. end	30	28	40
Chuck roast	16	16	25
Steaks, round	32	18	40
Steaks, sirloin cut	30	20	40
Steaks, porterhouse	38	20	50
Steaks, flank	23	16	25
Beef stew, chuck	15	10	20
Corned brickets,			
boneless	22	12	32
Corned plates	9	6	20
Corned rumps, bns.	22	15	25

Prim. 400  
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Med. 800  
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Hind. 1200  
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Steak. 2000  
Steak. 2200  
Steak. 2400  
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Steak. 2800  
Steak. 3000  
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# CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

### Carcass Beef.

	Week ended Aug. 5, 1931.	Cor. week, 1930.
Prime native steers—		
400-600	16 @ 16½	
600-800	13½ @ 14½	
800-1000	12½ @ 13½	
Good native steers—		
400-600	14 @ 15½	
600-800	13½ @ 14	
800-1000	12½ @ 13	
Medium steers—		
400-600	14 @ 14½	
600-800	12½ @ 13	
800-1000	12 @ 12½	
Heifers, good, 400-600	13 @ 16	
Cows, 400-600	8 @ 10	
Hind quarters, choice	22½	
Front quarters, choice	10 @ 9	

### Beef Cuts.

	Week ended Aug. 5, 1931.	Cor. week, 1930.
Steer loins, prime	32	
Steer loins, No. 1	29	34
Steer loins, No. 2	26	31
Steer short loins, prime	43	
Steer short loins, No. 1	39	45
Steer short loins, No. 2	32	39
Steer loin ends (hips)	21	24
Steer loin ends, No. 2	21	24
Cow loins	17	19
Cow short loins	20	24
Cow loin ends (hips)	14	15
Steer ribs, prime	24	
Steer ribs, No. 1	18	20
Steer ribs, No. 2	17	19
Cow ribs, No. 2	12	12
Cow ribs, No. 3	10	10
Steer rounds, prime	20	
Steer rounds, No. 1	17	19
Steer rounds, No. 2	16½	18½
Steer chuck, prime	13	
Steer chuck, No. 1	10½	11½
Steer chuck, No. 2	10	10½
Cow rounds	14½	14
Cow chuck	8½	9½
Steer plates	6½	8
Medium plates	4	5
Briquets, No. 1	1	1
Steer rump ends	3½	5½
Cow rump ends	4	5½
Five shanks	5	7
Hind shanks	3½	6
Strip loins, No. 1, bulls	50	60
Strip loins, No. 2	40	50
Sirloin butts, No. 1	30	30
Sirloin butts, No. 2	22	21
Beef tenderloins, No. 1	55	75
Beef tenderloins, No. 2	50	70
Rump butts	18	22
Flank steaks	16	22
Shoulder clods	8½	11
Hanging tenderloin	13½	14½
Insides, green, 6@8 lbs.	13½	12½
Outsides, green, 5@6 lbs.	9½	10
Knuckles, green, 3@6 lbs.	12½	15½

### Beef Products.

Brain (per lb.)	6	10
Hearts	6	9
Hongues	25	33
Sweetbreads	15	28
Ox-tail, per lb.	6	10
Fresh tripe, plain	6	8
Fresh tripe, H. C.	6	8
Livers	15	18
Kidneys, per lb.	10	15

### Veal.

Choice carcass	16 @ 17	18 @ 19
Good carcass	15 @ 16	14 @ 17
Good saddles	20 @ 22	23 @ 25
Good racks	10 @ 12	12 @ 14
Medium racks	8 @ 10	8 @ 10

### Veal Products.

Brains, each	6	9
Sweetbreads	45	60
Calf livers	45	55

### Lamb.

Choice lambs	21	20
Mutton lambs	18	18
Choice sables	23	22
Medium sables	20	22
Choice forces	17	15
Medium forces	15	13
Lamb fries, per lb.	30	33
Lamb tongues, per lb.	16	16
Lamb kidneys, per lb.	25	25

### Mutton.

Heavy sheep	5	7
Light sheep	10	11
Heavy saddles	7	8
Light saddles	12	14
Heavy forces	4	6
Light forces	8	8
Matton legs	13	15
Matton loins	10	13
Matton stew	6	7
Sheep tongues, per lb.	10	16
Sheep heads, each	10	10

### FRESH PORK, ETC.

#### Fresh Pork, Etc.

Pork loins, 8@10 lbs. av.	24
Picnic shoulders	12
Skinned shoulders	11
Tenderloins	38
Spare ribs	8
Back fat	9
Boston butts	16
Boneless butts, cellar trim,	19
2@4	23
Hocks	7
Tails	7
Neck bones	4
Slip bones	10
Blade bones	9
Pigs' feet	4
Knuckles, per lb.	7
Livers	5½
Brains	10
Ears	5
Snouts	7
Heads	8

### DOMESTIC SAUSAGE.

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons.	
Country style sausage, fresh in link.	
Country style sausage, fresh in bulk.	
Country style pork sausage, smoked.	
Frankfurts in sheep casings.	
Frankfurts in hog casings.	
Bologna in beef bungs, choice.	
Bologna in cloth, parafined, choice.	
Bologna in beef middles, choice.	
Liver sausage in hog bungs.	
Smoked liver sausage in hog bungs.	
Liver sausage in beef rounds.	
Head cheese.	
New England luncheon specialty.	
Minced luncheon specialty, choice.	
Tongue sausage.	
Blood sausage.	
Boule	
Polish sausage	

### DRY SAUSAGE.

Cervelat, choice, in hog bungs.	
Thuringer Cervelat	
Farmer	
Hofmeister	
B. C. Salami, choice.	
Milano Salami, choice, in hog bungs.	
B. C. Salami, new condition.	
Friznes, choice, in hog middies.	
Genoa style Salami.	
Pepperoni	
Mortadella, new condition.	
Capicoli	
Italian style hams.	
Virginia hams	

### SAUSAGE MATERIALS.

Regular pork trimmings	5½ @ 6
Special lean pork trimmings	10 @ 12
Extra lean pork trimmings	11½ @ 12
Neck bone trimmings	7
Pork cheek meat	6
Pork livers	3½ @ 4
Pork hearts	6 @ 4
Native boneless beef meat (heavy)	8½ @ 8½
Boneless chuck	7
Shank meat	6 @ 5½
Beef trimmings	5½ @ 4
Beef cheeks (trimmings)	5 @ 4
Dressed calves, 350 lbs. and up	5
Dressed cutter cows, 400 lbs. and up	5½ @ 6½
Dr. bologna bulls, 600 lbs. and up	6 @ 7½
Beef tripe	2½ @ 3
Pork tongues, canner trim S. P.	8

### SAUSAGE CASINGS.

(F. O. B. CHICAGO)

(Wholesale lots. Usual advances for smaller quantities.)

Domestic rounds, 180 pack.	23
Domestic rounds, 140 pack.	35
Export rounds, wide.	51
Export rounds, medium.	25
Export rounds, narrow.	32
No. 1 weasands	11
No. 2 weasands	.07
No. 1 bungs	18
No. 2 bungs	.12
Middies, regular	1.00
Middies, select, wide, 2@2½ in. diameter	.12
Dried bladders:	
12-15 in. wide, flat.	.70
10-12 in. wide, flat.	.30
8-10 in. wide, flat.	.60
6-8 in. wide, flat.	.50
Narrow, per 100 yds.	2.10
Medium, regular, per 100 yds.	1.00
Wide, per 100 yds.	.70
Extra wide, per 100 yds.	.50
Export bungs	.30
Large prime bungs	.22
Medium prime bungs	.12
Small prime bungs	.06 @ .07
Middies, per set	.20
Stomach	.08

### SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.	35.00
Large tins, 1 to crate.	6.00
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate.	6.25
Large tins, 1 to crate.	7.25
Smoked link sausage in hog casings—	
Small tins, 2 to crate.	5.25
Large tins, 1 to crate.	6.25

### DRY SALT MEATS.

Extra short clears...	7½
Extra short ribs...	7½
Short clear middles, 60-lb. av...	11
Clear bellies, 18@20 lbs.	7½
Clear bellies, 14@16 lbs.	8½
Rib middles, 20@30 lbs.	7½
Rib bellies, 25@30 lbs.	8½
Fat backs, 10@12 lbs.	6½
Fat backs, 14@16 lbs.	6½
Regular plates...	6½
Butts	6

### WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14@16 lbs.	20½
Fancy skd. hams, 14@16 lbs.	21
Standard reg. hams, 14@16 lbs.	20
Picnics, 4@8 lbs.	16½
Fancy bacon, 6@8 lbs.	27½
Standard bacon, 6@8 lbs.	22
No. 1 bacon ham sets, smoked—	
16 lbs. av.	33
30 lbs. av.	33
60 lbs. av.	33
120 lbs. av.	33
240 lbs. av.	33
480 lbs. av.	33
960 lbs. av.	33
1920 lbs. av.	33
3840 lbs. av.	33
7680 lbs. av.	33
15360 lbs. av.	33
30720 lbs. av.	33
61440 lbs. av.	33
122880 lbs. av.	33
245760 lbs. av.	33
491520 lbs. av.	33
983040 lbs. av.	33
1966080 lbs. av.	33
3932160 lbs. av.	33
7864320 lbs. av.	33
15728640 lbs. av.	33
31457280 lbs. av.	33
62914560 lbs. av.	33
125829120 lbs. av.	33
251658240 lbs. av.	33
503316480 lbs. av.	33
100663280 lbs. av.	33
201326560 lbs. av.	33
402653120 lbs. av.	33
805306240 lbs. av.	33
161061280 lbs. av.	33
322121600 lbs. av.	33
644243200 lbs. av.	33
1288486400 lbs. av.	33
2576972800 lbs. av.	33
5153945600 lbs. av.	33
10307891200 lbs. av.	33
20615782400 lbs. av.	33
41231564800 lbs. av.	33
82463129600 lbs. av.	33
164926259200 lbs. av.	33
329852518400 lbs. av.	33
659705036800 lbs. av.	33
1319410073600 lbs. av.	33
2638820147200 lbs. av.	33
5277640294400 lbs. av.	33
1055528858800 lbs. av.	33
2111057717600 lbs. av.	33
4222115435200 lbs. av.	33
8444230870400 lbs. av.	33
1688846170800 lbs. av.	33
3377792341600 lbs. av.	33
6755184683200 lbs. av.	33
13510369366400 lbs. av.	33
27020738732800 lbs. av.	33
54041477465600 lbs. av.	33
10808295491200 lbs. av.	33
21616585982400 lbs. av.	33
43233711964800 lbs. av.	33
86467423929600 lbs. av.	33
17293484785600 lbs. av.	33
34517969571200 lbs. av.	33
69035939142400 lbs. av.	3

# Retail Section

## Cutting Prices Requires a Large Volume Increase to Make the Same Profit

Price cutting is a method sometimes adopted by unthinking retailers to gain a merchandising advantage and to increase their profits.

Usually the plan is a failure for two reasons—

1—Competitors quite often meet the cut. The result is, as far as any merchandising advantage is concerned, the retailer ends up just where he started. He does not increase his volume, but he does reduce his profits.

2—Cutting prices seldom results in enough additional volume to make up for the loss in profits as a result of the cut. To attract additional business, a cut must be substantial, and when such a price reduction is made, the increase in volume that must be gained to offset the loss is so great that it is seldom that it is obtained.

Retailers working on a small margin of profit may learn just what gain in volume must be made to offset price reductions, as determined by a California meat retailing expert, in the following article.

### Prices and Volume

By M. F. Weber.\*

There are times in the business career of a retailer when he is confronted with a loss in sales volume.

"What can I do to keep up the necessary profits?" is the question he must solve.

Frantically he will drop his selling prices to increase his sales volume. So far, so good, but does he realize how much he has to increase his sales in order to make the same amount of profit as before? If he has not stopped to figure this out, the tables below will, no doubt, startle him, but they will give him some valuable information.

Retailers, generally, are working on a gross margin of from 20 to 30 per cent of their sales. For that reason the tables are arranged to show how much the sales volume must be increased to make the same amount of profit when selling prices are decreased, working with gross margins of 20, 25 and 30 per cent.

#### When Margin Is 20 Per Cent.

For the retailer working on a 20 per cent gross margin:

margin of 30 per cent it figures like this:

Decrease in selling prices.	Requires increase in volume.	Decrease in selling prices.	Requires increase in volume.
1%	6%	1%	4%
2%	12%	2%	8%
3%	18%	3%	12%
4%	25%	4%	16%
5%	34%	5%	20%
6%	43%	6%	25%
7%	54%	7%	31%
8%	67%	8%	37%
9%	82%	9%	43%
10%	100%	10%	50%
11%	123%	11%	58%
12%	150%	12%	67%
13%	186%	13%	77%
14%	234%	14%	88%
15%	300%	15%	100%

All fractions in the above tables are figured in the merchant's favor.

Following is an illustration showing how much a retailer must increase his volume of sales in order to cut his selling prices 10 per cent and maintain the same amount of profit, assuming that his original gross margin was 30 per cent.

Assume that his sales were \$2,500 per month. His gross margin on a 30 per cent basis would be \$750 per month.

Decreasing his selling prices 10 per cent and maintaining the same \$750 gross margin, and not increasing his overhead expense, means that he must increase his sales volume 50 per cent, making his total sales \$3,750.

#### Example:

Original sales margin	30%
Decrease in selling prices	10%

New sales margin	20%
Twenty is 50 per cent less than 30.	

When Margin is 30 Per Cent.  
For the retailer working on a gross



*TO MAKE THE SAME PROFIT FORMERLY MADE*

Therefore the new volume must be 150 per cent of the old to yield the same profit and 50 per cent is the required increase sales volume.

Original sales volume, \$2,500, multiplied by 50 per cent increase volume equals \$1,250 required increase in sales, plus \$2,500 original volume, equals \$3,750, total increased volume.

Twenty per cent of \$3,750 equals \$750, which is required gross margin.

This example proves that the sales must be increased \$1,250 per month, in order to decrease the selling prices 10 per cent when working on a 30 per cent gross margin and maintaining the gross profits of \$750 per month.

#### MEAT DEALERS' CONVENTION.

(Continued from page 24.)

just as wholesale prices fluctuate with live prices.

"The retail dealer has always been slow in following prices down. In fairness to him it must be said that he has been slow also in following prices up. The most successful retail distributors, however, are those who watch wholesale prices carefully and who make their own prices faithfully reflect the wholesale prices.

#### Watch Prices Carefully.

"When it becomes possible to move surpluses quickly through the retail stores by means of sales effort and special emphasis, the problem of fluctuating supply will be solved. Otherwise the surpluses tend to back up and compel sale at sacrifice—and sacrifice sales are not good for anybody concerned."

Mr. Lee deplored the extreme local preferences which exist in many sections and the problems in distribution which they create. He was of the opinion that people in one city or one section of the country are not so different from those in other sections and that if these meat traditions were not fostered by the retailers, they would soon cease to exist.

Following Mr. Lee came that successful apostle of the "get-together," general manager R. C. Pollock of the National Live Stock and Meat Board. This organization, made up of representatives of the producers, packers and retailers, is doing a practical job in increasing and improving meat consumption—without waste or high pressure methods. Mr. Pollock told of the homely, practical plans of his organization and asked a continuance of retailer sympathy and support.

These within-the-industry talks were just preliminaries to the main bout of the day, which was a finish fight between U. S. Senator Smith Brookart of Iowa and the devils of monopoly. The devils got the worst of it, of course, but at the end of nearly three hours of oratory the audience was pretty nearly in the same condition. The senator was billed to talk on "Fair and Equal Taxa-



LEADS WAY TO NEW DAY.

National Secretary John A. Kotal makes the model FOOD store the key-note of meat retailers' convention.

tion," but somehow failed to mention the subject in his earnest exposition of a 4 per cent plan for prosperity on the Russian model.

The annual dinner of the T-Bone Club in the evening was a great success. The T-bone steak and the rest of the menu were fully up to standard, and John Kotal was a snappy toastmaster. The speakers were Prof. Sleeter Bull of the University of Illinois and Count Anton Carlson, president of the Stockholm, Sweden, National Abattoir. Count Anton proved to know a lot about meat men and their methods, although probably he was never inside an abattoir in his life. Prof. Bull's discussion of retailer problems is referred to elsewhere in this issue of THE NATIONAL PROVISIONER.

#### Shop Methods and Means.

Another session of the convention was devoted to practical talks on business methods, including "How to Improve and Modernize Your Store," S. M. Templeton, International Business Machines, Corp., "Increasing Profits Through Service, Protection and Information," G. W. Head, Burroughs Adding Machine Co., "Commercial Refrigeration," J. M. Fernald, Kelvinator Corporation, "Changing Conditions and Their Effect Upon Operations of Retail Meat Shops," Roy C. Lindquist, C. P. A., Chicago.

The government representative at the meeting was that old friend and favorite of retailers, W. C. Davis, senior marketing specialist of the U. S. Bureau of Agricultural Economics. His talk on "Federal Grading and Branding of Meats" reported the constructive work done to date, and met with the enthusiastic approval of the dealers.

The last two days of the meeting were devoted to closed sessions, at which internal problems of the organization and of the trade were discussed. Resolutions growing out of these deliberations will be published in a later issue.

#### Problems of Meat Retailer

Some of the problems faced today by the meat retailer were discussed at the T-Bone Dinner by Sleeter Bull, associate professor of meats at the University of Illinois. He said he did this on request, and had no objection to doing so as long as he was not required to find a solution.

Analyzing the not uncommon charge that the retailer is a "profeiteer," he pointed to statistics compiled by various livestock and governmental agencies which showed that the retail prices of meats had declined in reasonable unison with wholesale prices.

"The critics of the retailer overlook entirely that bugbear of all business men—overhead, or cost of doing business," he said. "If the cost of doing business had dropped proportionately with the wholesale prices of meat, we should expect retail prices to parallel wholesale prices.

#### Volume and Overhead.

"If the overhead remains constant, the drop in retail prices can not be in the same proportion as the drop in wholesale prices, if the retailer is to make his customary profit."

There has been no decrease in overhead in the post war period Prof. Bull said. In Chicago the minimum wage scale for butchers has advanced from \$30.00 to \$42.50 per week in the last ten years. Rents also are as high unless the owner has been fortunate enough to have had his lease expire. Losses due to bad debts have undoubtedly increased due to the general business depression.

Discussing the highly competitive nature of the retail meat field, Prof. Bull said:

"We have heard many times that competition is the life of trade. If this is true, the retail meat business is indeed lively. There has been an enormous increase in the number of retail meat markets, as any retailer knows. In 1919-20 the U. S. Department of Agriculture made a study of the retail meat industry in 28 cities in various parts of the United States. At that time there was one market for every 821 people in the towns and cities studied. Since then the number of establishments selling meat has increased greatly, due to the chain stores and the introduction of meat departments into groceries, department stores, drug stores, delicatessens, etc.

"According to the 1930 census, Chicago had one meat market for 628 people, 29 Illinois cities had one meat market for 450 people, and 26 Ohio cities had one market for 463 people. In 1920 Champaign and Urbana, Ill., had one market for 1,055 people. Now there is one market for 378 people.

#### Competition and Prices.

"We ordinarily think of competition as lowering prices. This is not always the case. Let us assume that the meat business in a neighborhood amounts to \$4,000 per week and is equally divided among 4 markets whose overhead is 20 per cent and whose net profit is 5 per cent. A fifth market opens up and gets its proportion of the business. Then each market does \$800 worth of business per week and no one makes any money unless prices are marked up. If prices are not increased, one

August 8, 1931.

or more of the markets go broke, and the owner and his help are looking for jobs.

"In the meantime, the consumer has saved little or nothing. Soon another market opens in the same place and the vicious circle begins all over.

"A certain amount of competition, of course, increases efficiency of operation and reduces overhead. There is a point, however, below which overhead may not be reduced. When this point is reached, increased competition is a detriment to the entire livestock and meat industry. Naturally, competition does prevent profiteering.

"I think we may safely say that there is enough competition in the retail meat business today to prevent flagrant overcharging for meat. In fact, I firmly believe that retail meat prices would be materially lower if we had half the number of markets.

#### Consumer Demands Service.

In this connection it should be mentioned that the increase in the number of meat markets has been due to public demand. The housewife refused 'to go to town' for her food. Hence, we have had the development of the neighborhood store. She refused to buy her groceries in one store and her meats in another. Consequently we have had the introduction of meats into the grocery store and the introduction of groceries into the meat market.

"The cure is not as simple as would appear offhand. It is easy to say, 'reduce the number of retail markets.' It is difficult to do so, particularly as long as the public demands markets which are conveniently located and pays for the service, even though grudgingly.

"The chain store will not effect a cure unless it handles meat much more efficiently than it now does. Packer-owned markets, in my opinion, would only aggravate the situation by increasing the number of markets. Then too, very few packers are strong enough financially or desire to attempt the experiment, even if they were permitted to do so. It is easy to say, 'reduce wages, rents, and other items of overhead.' Such reductions involve a lowering of our standard of living and are very difficult even if desirable.

#### Cutting Out the Peddler.

"The elimination of middlemen between the packer and retailer, such as jobbers, peddlers, etc., would help. According to the census in 1929, packers sold 73 per cent and jobbers sold 27 per cent of the meat in 37 large cities. If the jobbers made only 5 per cent gross profit the consumers had to pay \$12,000,000 more for their meat in these 37 cities."

Prof. Bull also discussed the importance of knowing costs and the methods of figuring these costs. He pointed to the desirability at this time of retailers using beef cuts for "leaders" as an aid to the cattle industry and a means of increasing retailer volume.

#### CONVENTION NOTES.

John T. Russell, Adolph and Chas. Kaiser and Otto Kleinfeld were among the Chicago leaders present.

George Kramer, past national president, national treasurer Chas. Schuck and state president David Van Gelder represented the New York area.

Jake Herman, past national president

and Wisconsin leader, was about the only member of the Milwaukee old guard left. But Jake made up for it in hustling hospitality.

Set of tools donated by A. C. Wicke Mfg. Co., New York City, was won by retailer A. F. Walker of Rochester. Frank Eckert of Chicago won a set given by another company.

Herman Irrig and Albert Walker of Rochester, N. Y., flew to the convention. Somebody warned them there was no landing field, so they just lit on the hotel lawn. Herman might be nicknamed the "Pint of Pep."

Fred Kaiser, who operates 30 meat markets at Decatur, Ill., got together with his New York cronies of the old days. He formerly ran two shops on Amsterdam avenue, New York City. "Go West and grow big," says Fred.

Medals for meritorious service to the trade and the association were pinned on David Van Gelder of New York, I. W. Ringer of Seattle and president Chas. Kroh of Cleveland by chairman Margerum during the T-Bone Club dinner. They are a hard-working trio, and they deserved the honor.

Fred Berg, of Los Angeles, with Mrs. Berg to help him, certainly did his best to capture the 1932 convention. They plastered the convention with beautiful booklets and shook hands with everybody, and got a 100 per cent vote of popularity. But foxy Phil Provo and quiet August Schmidt sneaked in and won the convention for near-by Toledo.

Speaking of meats to fit the low-price situation, Swift & Company had an Oreole case filled with attractive packaged products that would sell for less than 20c lb. The display included pork feet, kidneys, cutlets, tails, lamb hearts, veal livers, ox tail, etc. They were hard frozen and held at 5 deg. below zero in the new Oreole case. If meats sell on appearance, they would increase the retailer's volume readily.

Packers were well represented at the convention. R. H. Gifford, James Rose, G. C. Cain and R. E. Whitson were there for Swift & Company. President T. George Lee, advertising manager T. F. Driscoll, public relations director R. D. MacManus and sales expert F. D. Warner represented Armour and Company. John C. Cutting, advertising and publicity manager for Wilson & Co., and J. W. McElligott of the Cudahy Packing Co. also were present. J. C. Hormel, president of Geo. A. Hormel & Co., dropped in for one day, and general manager Karl Welhener of the Indianapolis Abattoir Co. also was a guest.

#### OFFICERS FOR NEW YEAR.

Officers elected for the new year are: President, Wm. B. Margerum, Philadelphia; first vice-president, Chris Christoferson, Omaha; second vice president, W. T. Stroh, Baltimore; secretary, John A. Kotal, Chicago; treasurer, Chas. Schuck, New York; directors, two years, I. W. Ringer, Seattle, Wash.; A. J. Gahn, Milwaukee; one year, A. J. Kaiser, Chicago; outer guard, Jos. Pfeleger, St. Louis; inner guard, Chas. Haag, Cleveland; sergeant-at-arms, Philip Provo, Toledo, O.

Toledo won the race for the next convention in a spirited contest with Los Angeles. Taking a lesson from the August heat at West Baden, the delegates fixed May as the time.

#### NEWS OF THE RETAILERS.

The Fillmore Palace Market has engaged in business at 1345 Fillmore st., San Francisco, Cal.

The Ritchie Brothers Meat Market has engaged in business at 1701 Taraval st., San Francisco, Cal.

John Hasenberg has engaged in the sausage manufacturing business at 419 Mendel st., San Francisco, Cal.

August Stefans has succeeded to the meat and grocery business of Stefans & Jacobsen, at 9427 East 14th st., Oakland, Cal., while Carl Jacobsen has taken over the management of the store at 9735 East 14th st.

The John Hotel meat and grocery store, 28th and Chester ave., Bakersfield, Cal., was burned. Loss estimated at \$3,000.

The Walla Walla, Wash., Meat & Cold Storage plant was destroyed by fire.

J. J. Urich has sold an interest in the Queen City Meat Market, Puyallup, Wash., to E. E. Kurtz.

E. W. Plummer has engaged in the meat and grocery business at 910 Belmont st., Portland, Ore.

Adolph Kaufman has purchased the Triangle Meat Market at 1340 East Madison st., Seattle, Wash.

The Peoples Market, owned by Vic Vehrs and Wm. Colby, Condon, Ore., was damaged by fire.

George Andros has engaged in the meat business at 144 14th st., Portland, Ore.

Thos. J. Kenney has purchased a half interest in the meat market of Chas. M. Wirges, at Tacoma, Wash.

Douglas & Sons have moved the meat market to the front of their store at 227 East Congress st., Tucson, Ariz.

The Central Drive In Market, Tucson, Ariz., has been opened on the corner of Stone ave. and Broadway, by Chas. Massch.

Dick Dando and Ed. Mendenhall have opened the Quality Market at New Plymouth, Ida.

The New Plymouth Mercantile Co. is adding a fresh meat department to their store at New Plymouth, Ida.

Peter Deonigi has engaged in business at 986 Bailey st., Seattle, Wash., under the name of the International Meat & Grocery Co.

The Elpers & Fettig Market, Logansport, Ind., has been completely remodeled and equipped with two 12-ft. refrigerating display counters.

Frank Rossmar has purchased the meat market of Julius Braase at Schleswig, Ia.

Kenneth Anderson has purchased the meat business of Harold Paxton, Toledo, Ia.

Otto Trettel opened a meat market at Little Falls, Minn., Aug. 1.

Fred Stedfeldt has purchased the meat market of Clarence Gosner at Malta, Mont.

R. W. Peterson will open a meat market at Wayne, Neb.

Balfanz Bros. will open a meat market and grocery business at 3726 W. Lisbon ave., Milwaukee, Wis.

A. F. Alderman, Rice Lake, Wis., is planning to add a meat department to his grocery business.

August 8, 1931.

## THE NATIONAL PROVISIONER

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**Tell This to Your Trade**

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Cut it out and use it.

**SAUSAGE FOR SUMMER TRADE.**

The needs of a carefully prepared meal, a hasty meal, a picnic luncheon or a midnight feast are met in a booklet of sausage recipes entitled "67 New and Appetizing Ways to Serve Sausage."

The booklet includes recipes furnished in a special contest and submitted by home economic authorities, teachers, chefs, home demonstration agents, editors of household pages and others whose word is recognized as authoritative in the food world.

The recipes have been selected after careful test because they were original, practical and presented palatable foods. They are classified under sausage appetizers, including antipasto, which consists of an assortment of sausages and other appetizers, liver sausage canapes and other sausage canapes; a long list of entrees of which sausage constitutes the principal part; salads and cold dishes; sandwiches of sausage; and hot bread specialties including sausage.

The booklet is attractively illustrated, contains 31 pages, was compiled by The Household Science Institute and is published and distributed by the Visking Corporation, Chicago.

**AMONG RETAIL MEAT DEALERS.**

Max Strahl, a member of South Brooklyn Branch, opened another market last Saturday at 7th avenue and 49th st., Brooklyn. Mr. Strahl's other store is at 77th st. and 5th ave.

Frank P. Burck, Brooklyn Branch and Mrs. Burck, official hostess of the Ladies' Auxiliary, have been week ending at Baldwin, L. I., where Mrs. Burck's niece has a cottage.

Mrs. Charles Hembdt and her two younger daughters have spent the last two weeks at their country home, Croton Lake.

Charles Schuck, national treasurer, with Mrs. Schuck, motored to the convention at West Baden, Ind.

Mr. and Mrs. Walter Lundblad, the latter daughter of business manager Fred Hirsch, left last Friday for a three weeks' trip to California.

Mrs. Anton Hehn, who accompanied her husband, president of Brooklyn Branch to the national convention, made a visit to Louisville on Monday.

Past national president George Kramer and state president David Van Gelder were buddies on the trip to the national convention to West Baden.

Edwin W. Williams, manager of Ye Olde New York Branch of Retail Meat Dealers, has been appointed editor of the Bulletin, the official organ of the branch, to succeed L. O. Washington, who recently passed away.

**NEW YORK NEWS NOTES.**

President George A. Schmidt, Stahl-Meyer, Inc., is back at his desk after having spent a delightful month in Maine.

Paul Flynn, statistical department, Armour and Company, New York, has chosen the next few weeks for his vacation.

A. E. Woolsey, produce department, Swift & Company, central office, New York, is spending his vacation at Spring Lake, N. J.

J. J. Wilke, head of the oleomargarine department, Wilson & Co., Chicago, spent a few days in New York during the past week.

E. B. Tustin, jr., Worcester Salt Co., has just returned to New York after having spent several weeks motoring through Maine.

J. J. Moone, office manager, New York Butchers Dressed Meat Co., just returned from a vacation spent at Asbury Park, N. J.

Vice president J. D. Cooney, head of the legal department, Wilson & Co., Chicago, spent several days in New York during the past week.

Michael M. Rosenthal, secretary of Nathan Strauss, Inc., has tendered his resignation as an officer and director of the company as of August 8.

Pendleton Dudley, Eastern representative, Institute American Meat Packers, whose offices are in New York, is vacationing at Paul Smith's, in the Adirondacks.

Miss I. M. Cromie, secretary to Samuel Slotkin, president of Hygrade Food Products Corporation, and her sister Jean will spend the next few weeks at Sunset Park Inn, Haines Falls, N. Y.

J. H. Lawrence, manager, Jacob Dold Packing Co., Williamsburg branch, has just returned to his duties after having spent a few weeks at Lake George, where he and his family had a most enjoyable time.

Announcement has been made by Eugene DeBea, Inc., of 207 Market ave., Wallabout Market, Brooklyn, N. Y., of the appointment of Andrew Brugner, formerly credit manager of Adolf Gobel, Inc., as treasurer of the new company.

Meat, fish, poultry and game seized and destroyed in the city of New York by the Health Department during the week ended August 1, 1931, was as follows: Meat—Brooklyn, 116 lbs.; Manhattan, 531 lbs.; Bronx, 35 lbs.; total, 682 lbs. Fish—Brooklyn, 43 lbs. Poultry and Game—Manhattan, 34 lbs.

**MEAT INSPECTION CHANGES.**

Changes in the federal meat inspection service are reported officially as follows:

Inspection granted — Otto Arns, Cumberland ave., North Attleboro, Mass.; Marston's Hash Co., 159 Elliott st., Danvers, Mass.; Tri-State Refining Co., North End Thomas st., Memphis, Tenn.; Krainin's Kosher Sausage Factory, Inc., 1115 Fleeman ave., Brooklyn, N. Y.; Maestro Bros., 511 Seventeenth st., Union City, N. J.

Inspection withdrawn—Italian Sausage Works, 442 West Chicago ave., Chicago, Ill.; P. H. Butler Co., Seventeenth st. and Penn ave., Pittsburgh, Pa.; William Moland's Sons, Inc., 120 Market st., Philadelphia, Pa.; Royal Packing Co., Adams st. and Osage ave., Kansas City, Kan.

Change in name—Georgia Foods, Inc., 467 Stephens st., S. W., Atlanta, Ga., instead of Bilt-More Packing Co., Inc.; Zanesville Provision Co., State and Walnut sts., Zanesville, O., instead of The New Zanesville Provision Co.

\*Conducts slaughtering.

## Independent Meat Packers and Wholesale Sausage Makers

who have been experiencing difficulties in maintaining net profits or their position in the field may well take advantage of the services of a highly successful Packing-house Executive on a professional basis. Thoroughly versed in finance, accounting, cost control, organization, merchandising and problems of management. His experience of many years in small and large plants is available on a part-time basis to aid you in solving your problems.

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